

# CHEMIST & DRUGGIST

the newsworthy for pharmacy

**Unique new product  
for Chemists only**

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**VITAMIN C Powder**

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pack** and these big selling features:

- ☐ Handy 60 G pack of pure Ascorbic Acid B.P.
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- ☐ The form recommended by Nobel Prizewinner Professor L. Pauling in "Vitamin C and the Common Cold"



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Manufactured by Chatfield Laboratories, 345 Goswell Road,  
London EC1. Telephone 01-370 4664

## CHRISTMAS GOODS SPECIAL SECTION

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**NEL Committee  
attack on  
'NP' pay claim**

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**New agreement  
on 'urgent'  
endorsement**

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**Independent  
self-service  
pharmacy**

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# There are good things going for new Deep Treatment Shampoos.

Heavy advertising, aimed directly and convincingly at the teenagers who suffer most from the hair problems these three new clinical shampoos have been developed to correct. The launch campaign breaks in August and runs through to December, with 1½ page colour advertisements in national teenage and young women's magazines.

Good profit margins.

Trichologically tested products you can recommend safely. Developed by the Charles Bedeman Research Organisation, renowned for their treatments for use by professional hairdressers. Deep Shampoos are packed in tubes and each is a complete treatment that produces positive results.

Distribution through chemists and department stores only.

Unit retail price of 54p.

All adding up to impressive new products backed by powerful advertising!  
Stocks are available now from your wholesaler.



Deep Treatment Shampoos are a product of  
The Charles Bedeman Research Organisation, London & Montreal. Head Office: Argyll Avenue, Slough, Bucks.

# CHEMIST & DRUGGIST

112th year of publication Vol. 196 No. 4772

The newsweekly for pharmacy

Editor Arthur Wright, MPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS,  
MIPharmM

News Editor Stephen Hatcher

Technical Editor P. J. Merry, BSc, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Advertisement Manager James Lear

Advertisement Executives

J. Foster-Firth, MPS

D. P. Peevers

Classified Advertisements John Thelwell

Production K. Harman

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Ltd, Bouverie House, 154 Fleet Street,  
London, EC4A 2DL (01-353 3212)

Midlands office

240-244 Stratford Road,  
Shirley, Solihull, Warwicks  
021-744 4427

Scottish office

74 Drymen Road,  
Bearsden, Glasgow  
041-942 2315

North East office

Permanent House,  
The Headrow, Leeds LS1 8DF  
Leeds 22841

North West office

491 Chester Road,  
Old Trafford, Manchester M16 9HF  
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An independent pharmacy changes over to self-service (see p 238)

# 'NP' pay offer rejected: but claim 'too low'

A Department of Health offer on "NP" labelling—understood to be well below the claim—has been rejected by the Central Contractors Committee. And the Committee's claim has itself been criticised by North-east London Pharmaceutical Committee for being both inadequate and based on the "wrong principle."

The Central Committee described the Department's offer as "totally unacceptable."

But NEL Committee insist that the claim should have reflected the extra responsibility falling upon the pharmacist—at least 2½p, they say. The Committee thinks the amount asked for is based only on the time spent by the pharmacist on the labelling process.

Mr R. G. Worby, secretary, writes of his Committee's view that in many cases medical practitioners will use the endorsement in place of records. "It is also quite certain that receptionists will make out repeat prescriptions on the basis of these labels. There is no doubt whatever that pharmacists will be exposed to considerable risk of accusation that tablets have been incorrectly supplied or incorrectly labelled as a result of the very prevalent practice among patients of transferring tablets from one container to another."

## Narrow majority

Mr Worby points out that "NP" labelling was only approved by a narrow majority in the recent referendum of Local Pharmaceutical Committees and that approval was conditional upon adequate remuneration for the additional responsibility involved. "It would never have been acceptable to anything like a majority of L.P.C.'s on the understanding that it was to be remunerated on a time and motion basis."

"North-east London Local Pharmaceutical Committee feel that any proposal to introduce 'NP' labelling with remuneration of less than 2½p should be referred back to Local Pharmaceutical Committees for their agreement before being adopted by the Central Committee. 'NP' labelling is a very important departure from current dispensing practice and must not be accepted lightly or cheaply."

## Drugs disappear from chemist's doorstep

A parcel of drugs stolen from a Thetford, Norfolk, chemist's doorstep last weekend had still not been recovered when the C&D went to press.

The parcel had been deposited by a wholesaler before Mr J. M. Brunt arrived at the shop, and contained among other things 100 sodium Amytal tablets and 2,000 Librium tablets. It was securely tied and labelled so the contents could not be seen.

When the drugs were missed, Mr Brunt informed the police who toured the town with loud-speaker cars warning of the danger to children.

Mr Brunt told C&D that there had been previous instances of early delivery, and he had warned the wholesaler's representative. However, he recognised wholesaler's difficulties in covering the considerable distances involved in serving chemists in East Anglia.

## Cosmetics market "is wide open"

The cosmetics market in Great Britain seems to be ever-developing in structure and extent, states a recent report by European Research Consultants Ltd.

Compared with most other West European countries, British women use a wider range of products, use them more often, and seem to be more discriminating in their choice.

Brand awareness tests show that in Britain women are in touch with the market and are



Flights of a hot air balloon at the recent Tyneside Summer Exhibition in Newcastle were sponsored by Kimberly-Clark Ltd, the makers of Kleenex Tissues. The twice-daily flights were one of the high spots of the Exhibition which lasted for five days on the site of Newcastle's Exhibition Park

always willing to try out new products.

"It is increasingly evident that the cosmetics market in Britain is wide open to new product development, new fashions and new brands," says the report.

(Survey on Women's Cosmetics & Toiletries in GB, in 2 vols, with 200 tables. European Research Consultants Ltd, 125 Pall Mall, London SW 1. Price £200.)

## PAGB holds a 'teach in'

Almost all member companies of the Proprietary Association of Great Britain were represented at a "teach in" on the Medicines Act in London recently.

Mr John Wells, secretary, said it was the largest attendance ever seen at a business session. A panel of experts from member companies explained the licensing provisions of the Act.

## Near capacity at Glasgow

Attendance at the British Pharmaceutical Conference in Glasgow, September 12-17, seems certain to be a record. Already, applications are nearing the 700 mark.

There are only a few places left at the halls of residence, and anyone wishing to attend, who has not already applied, is strongly advised to do so within the next few days.

## Chemists' sales up in June

The weekly value of sales by chemists and photographic goods dealers during June was 9 per cent higher than a year earlier, according to figures released by the Department of Trade and Industry.

The largest advance was, once again, recorded by the multiples, who were 13 per cent ahead of June 1970.

Indices for the month (1966=100) were:

All retailers	139 (+9)
Independents	137 (+7)
Multiples	144 (+13)
Co-operatives	113 (+3)

The figures do not take account of receipts under the National Health Service.

## Medicines Act extension

Surgical ligatures and sutures, and absorbent or protective dressings manufactured, sold, supplied, imported or exported for use wholly or partly for a medicinal purpose, have been brought within the scope of the Medicines Act.

Among the provisions applicable to these materials are those concerned with quality, compliance with official standards, packaging, and sales promotion.

The Medicines (Surgical Materials) Order 1971, HMSO price £0.03.

## No Sunday dispensing

A Grangemouth, Scotland, councillor has suggested that efforts be made to have a pharmacy open in the town on Sundays.

He claimed that people had

Percentage share of retail sales of cosmetics, etc.

	Face cosmetics	Eye cosmetics	Hair prep	Fragrances	Skin prep	Nail prep	Pers., hygiene
Multiples, Boots	27	17	25	13	28	26	28
Other multiples	3	4	6	2	4	5	4
Independent chemist	24	25	26	16	25	26	17
Representatives	22	22	4	45	23	21	10
Department stores	18	21	15	10	12	16	15

to go to Falkirk if they wanted a prescription dispensed on a Sunday.

"Could we not do something to improve the situation?" he asked the town council. He was told by Provost William Ure that where there was an urgent need for drugs they would be obtainable at one or other of the pharmacies in the town. The doctors practising in the town knew of the arrangement and there should be no necessity for a crisis to arise.

## Linking consumer protection work

A scheme to set up a Trading Standards Service has been proposed by the Institute of Weights and Measures Administration.

Discussing the scheme, Mr R. E. Parkinson, the Institute's information officer, told *C&D* that he felt the enforcement of consumer orientated legislation too haphazard at the moment.

All, including traders, would benefit from a more efficient and uniform system.

The proposal is to establish Trading Standards Offices in each local government area to enforce and administer a wide range of Acts and regulations including: the Weights and Measures Act, the Trade Descriptions Act and relevant sections of other legislation such as the Food and Drugs Act, the Pharmacy and Poisons Act and the Medicines Act.

The offices would deal with legal and technical advice to traders and manufacturers, and complaints from consumers.

## Migraleve letter puzzle

International Laboratories Ltd, Sunbury on Thames, report that during the past week they have received a number of telephone calls from "good friends" to say that they have received a questionnaire relating to Migraleve.

Among the questions asked was: If a chemist had not heard of Migraleve, who did he think might market it?

Stressing that the questionnaire did not emanate from International Laboratories, who produce Migraleve, managing director, T. Bellm, states: "We have only harmonious relations with our customers, our suppliers, and everyone connected with the development and sale of Migraleve. We must assume therefore that the questionnaire originated with an 'ethical' competitor."

# COMPANY NEWS

## Gala profits ahead

Gala Cosmetic Group Ltd had sales of £4.56m in the 24 weeks ended June 19 (against £3.88m in the corresponding 1970 period) from which profits before tax amounted to £386,000 (£281,000). Interim dividend is 4 per cent (3½ per cent).

Net profit was £247,000 (£178,000). The 1971 sales and profit figures included Nivea products transferred to Gala in June 1970. The comparative sale and profit before tax for 1970 also includes Nivea products.

## Recovery unit for solvents

Plant erection is approaching completion at Fraser McNaughton Ltd's general purpose fractionating unit at Hendon Dock, Sunderland. The unit has been designed to handle a wide variety of distillation projects such as arise from contamination of cargoes during shipment and is also equipped to handle large-scale solvent recovery and

contract processing work in the chemical and allied industries.

To serve the distillation unit there is 12,000 water tons of storage with suitable facilities for receiving liquids by road and rail and in tankers.

Mr I. M. Smallwood, managing director, is also a director of Carless, Capel & Leonard Ltd, and, although independent of each other, the two companies have close technical links. Wimborne Chemicals are also closely associated.

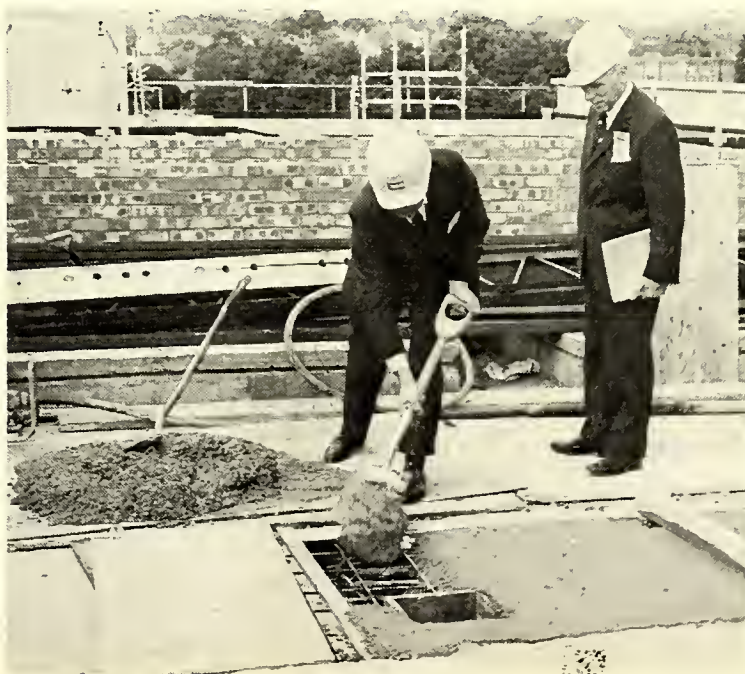
## Unilever's good half-year

Pre-tax profit of the combined Unilever Ltd and Unilever NV groups rose to £98m in the first half of the year from £81.4m in the corresponding period of 1970. Net profit, after tax, was £4.97m (£38.9m) from sales of £1,540m (£1,396m).

## ICN's two acquisitions

International Chemical & Nuclear Corporation have acquired J. M. Marsan Co Ltd, of Quebec, Canada, who market pharmaceuticals. Terms of the transaction were not disclosed. ICN has also signed an agreement to acquire Dartell Laboratories Inc, and Dartell Laboratories Manufacturing Corp, Los Angeles, makers of dietary supplements and vitamins.

*A new £1.2 m-building which, when completed next July, will house laboratories for the chemistry units of Glaxo Research Ltd, Greenford, Middlesex, was "topped out" on August 6. Mr F. C. D. Back, managing director, Glaxo Laboratories Ltd, places the last batch of cement to the roof level of the four-storey building at the company's headquarters' site. The new building has a total area of 60,000 sq ft and is the second stage of the research development at Greenford*



ICN's net earnings of \$3,448,00 for the first half of 1971, exceeded by 26½ per cent the earnings for the same period in 1970. Six month sales of \$60.39m were up from \$59.31m sales for the comparable period in 1970.

## Dunbee-Combex-Marx results

Pre-tax profits of Dunbee-Combex-Marx Ltd in 1970 totalled £303,794 (against £430,992 in 1969). Profits after tax were £199,690 (£242,344).

The group's toiletry company, Jean Sorelle Ltd, showed a loss, but important management changes have been made, says the chairman, Lord Westwood, and it is expected that a profit will be achieved in that section this year.

## Business briefly

Laboratory Nativelle Ltd and Wilcox, Jozeau & Co Ltd have moved to 215 Coldharbour Lane, London SW9 8RX.

Sutures Ltd, Plymouth Chambers, Evesham Street, Redditch, Worcs, have acquired the surgical suture and ligature division of Weddel Pharmaceuticals Ltd.

Mr A. V. Forester, MPS, has closed his pharmacy at 69 Reddish Lane, Manchester 18. Present address: 29 Hall Street, New Mills, Stockport, Ches SK12 3 BR.

Johnston & Adams Ltd's four pharmacies in Dundee, have been acquired by R. Gordon Drummond Ltd, of Falkirk. Mr Bernard Brown, who was a director of Johnston & Adams, is continuing as managing director.

Syntex Pharmaceuticals Ltd recently held the Southern region meeting of their sales team in the postgraduate medical centre at King Edward VII Hospital, Windsor. They are hopeful that the occasion will result in other similar events not only at Windsor but also at postgraduate medical centres in other parts of the country.

Mr E. G. Andrews, MPS, has acquired the Huntingdon pharmacy only of Mr P. G. Turner, MPS. The businesses in St Neots (Turners (St Neots) Ltd); St Ives (H. S. Turner (Chemist) Ltd) and Ramsey (P. G. Turner (Chemist) Ltd), remain under the control of Mr Turner.

We apologise for any inconvenience caused by an announcement last week which gave the impression that Mr Andrews had taken over all the pharmacies.

## Appointments

**Gerhardt Pharmaceuticals Ltd:** Mr R. R. Davis, FCA has been appointed to the board and Mr F. H. Dusart, FCA has been appointed secretary. Other appointments are: Messrs John Dunning, chemical sales manager; John H. Archer, assistant sales manager (proprietary division) and E. P. Padden, senior representative of the chemist's sales force.

**Jackel & Co Ltd,** have promoted Mr Martin J. Cooper, a brand manager as from October 1. Two additional sales representatives are, Julian Parisi, for part of the London area, and Ian Vokes, for the west country.

**Multilink Services Ltd** have appointed Mr A. F. (Bert) Youngman to take over the marketing and promotional aspects of their expectant mother advisory service. The service is distributing 600,000 boxes containing baby product samples and mothercraft literature to expectant mothers this year.

**Philips Electrical Ltd:** The company's appliance division have appointed Mr Lynne Hartly and Mr Tom Leigh representatives in the Northern region. Mr Hartly will be calling on pharmaceutical outlets, advising on display and product use, while Mr Leigh joins Philips as a merchandising representative for the Merseyside area.

**Polaroid (UK) Ltd.** New field sales manager of the amateur photographic division is former supervisor, Mr Frank McGeown. Representative changes include Mr Lou Sharman who has transferred to the sunglass sales division (southern); west country representative, Mr Michael Rayment is taking over the central London territory. New men in the amateur photo sales team are Mr Howard Owen-Thomas (west country) and Peter Hewitt (southern). Mr Colin Boarer takes the place in the special markets division (sunglass sales) of Barry Strandring who has transferred to quality control within the manufacturing division. John Tweddle, formerly in optical dispensing, has joined that division.

Mr Richard Blythe has also transferred to quality control duties within Polaroid's manufacturing division in Scotland. A new representative on the technical products team is Nick Shirley.

**Firmenich & Co** have appointed

Mr Barnard J. Nicoll as perfumer with effect from August 1. Mr Nicoll has been in the perfumery industry for twelve years. Mr Roger K. Jones has been promoted to sales manager within the perfumery division.

## Deaths

**Spencer:** On August 9, Mr George Spencer, chairman of the Distributive Industry Training Board and of the British Cotton and Wool Dyer's Association Ltd.

Mr Spencer, who was 60, was taken ill in June but was thought to be making a good recovery. His re-appointment as chairman of the DITB for a second term was confirmed last week by the Secretary of State for Employment.

The Board's director Lord Mottistone said: "In a very real sense this board was his creation and he guided it through its early days with a passionate enthusiasm that infected everyone around him."

## NEWS IN BRIEF

□ The Smith Kline & French Foundation distributed £22,654 in grants for medical and scientific research during 1970.

□ Pharmaceutical exports from Finland in 1970 amounted to 10.6 m marks (about £1m) which was a rise of 11.1 per cent over 1969 and represented 7.1 per cent of total production of the industry. Half of the exports went to Western Europe and one-third to Latin America. Employees totalled 2,137 against 1,997 in 1969.

□ The revised Customs procedures for obtaining details of goods exported, as required for statistical purposes, are described in a public notice issued today by HM Customs and Excise (No. 275). Copies of the notice can be obtained from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE or from any collector of Customs and Excise.

□ A gift packaging display is to be held at The Design Centre, London, November 1 1971 to January 1 1972, showing well-designed gift packs that protect the contents adequately and are attractive to customers. Entry forms and details from Miss J. McLeod, Council of Industrial Design, 28 Haymarket, London SW1Y 4SU. Entries must be in by September 24.

## Topical reflections By Xrayser

### Strange decision

You correctly describe the recommendation of the Poisons Board, relative to the shuttling of the barbiturates from A to B of the Fourth Schedule, as a palliative. The whole point of the Act demanding the statement of a dose on the prescription was that it was in the interests of the safety of the public that there should be no uncertainty as to how the medicine was to be taken.

Of course it is true to say that, if the pharmacist had insisted on the letter of the law, the pharmaceutical services would have ground to a standstill. But the public still stands in need of protection, and the transference of the group of drugs from one classification to another by the Poisons Board represents nothing other than a shirking of its responsibilities.

It is merely accepting that nothing can be done to lay the duty of the patient's safety on the shoulders of the prescriber himself. One might have imagined that prudence would have governed the actions of the doctor in the matter.

It is no matter for congratulation that the pharmacist may now accept prescriptions lacking dosage and not be held responsible. The British Medical Association regards proper direction as desirable. The Council of the Pharmaceutical Society reaffirms its view that all prescriptions should bear a dose—and the Poisons Board takes the line of least resistance with a class of drugs which is giving rise to increased concern. It seems a strange and inept recommendation.

### Collectors' pieces

I do not suppose that I am alone in having frequent calls from either the junkman or the self-described antique dealer wanting to purchase shop-rounds or ointment jars. There is, as your editorial comment indicates, a market for such articles, in which, I have observed, the asking price in the dealer's establishment bears little relation to that he offers in the pharmacy.

So far, I have resisted his eloquent plea, and I still find pleasure in a representative collection of shop-rounds of assorted sizes, two most elegant carboys, and a run of drug drawers which evoke memories of what we were wont to describe as *materia medica*. I even have (but perhaps it is sacrilege today to write of) mahogany fittings.

And, strange as it may seem to the moderns, the public is now beginning to take notice of my surroundings and express appreciation. The surprising thing is that it all looks as handsome as it must have done about the turn of the century, while some pharmacies refitted in the last five years are again undergoing a refit, and look as if it is about time.

### Pharmaceutical treasures

I vividly recall a pharmacy of my younger days which had serried ranks of shop-rounds with round stoppers, six carboys, four specie-jars, as handsome as only they could be, and nests of drawers with engraved brass labels and cut-glass knobs stretching away into the distance. I won't tell you where it is, but on a recent visit I found it to be unchanged in any material sense. And I wanted to buy it and cherish it, and spend my remaining days among its splendours. Customers? What do customers matter! It is a pharmaceutical treasure-house, and I would willingly don a suit with brass-buttons and a uniform cap tomorrow and grow old along with it.


**6 OUT OF 10 WOMEN NEED THIS REVOLUTIONARY PRODUCT.**

Only 3 women out of 10 need a dandruff shampoo. But it's a very sizeable market.

6 women out of 10 need a shampoo to help mend their split ends.

It will be an enormous market!

And there's only one shampoo that can make this claim: 'Protein 21 helps mend split ends'

*protein*  
**21**   
*shampoo*  
*regular formula*  
100cc

Remember, Protein 21 shampoo. We are going to make the 'split end' claim in the largest ever national shampoo launch. We're so confident of its success that we're launching Nationally from August.

We'll be reaching 93% of the homes in this country. On T.V. there will be no less than 20 opportunities to see our 30 sec colour commercial.

Continuous full colour pages in no less than 8 of the leading women's magazines.

And on Radio Luxembourg, listeners will hear 30 different Radio Commercials over 300 times.

The message they'll be getting, again and again is the one they need: 'Protein 21 mends split ends'.

This is the first new benefit promised by a shampoo in years. And it's a benefit that younger women with long hair will want to hear. They're the ones that are acknowledged to shampoo MORE than twice a week.

That's where the profits are. You could have your share. Stock up with Protein 21, and 6 out of 10 women will love you for it.



Human hair with split end, magnified 50 times.



Same hair. After putting on Protein 21 shampoo and water, the split end disappears.

*Regular, Oily and Dry formulas.*

MENNEN UK LTD, MARLOW, BUCKS.  
TEL: MARLOW 6565

# Introducing **ALKA MINTS** indigestion tablets in very good taste!

TRADE MARK



alka  
mints

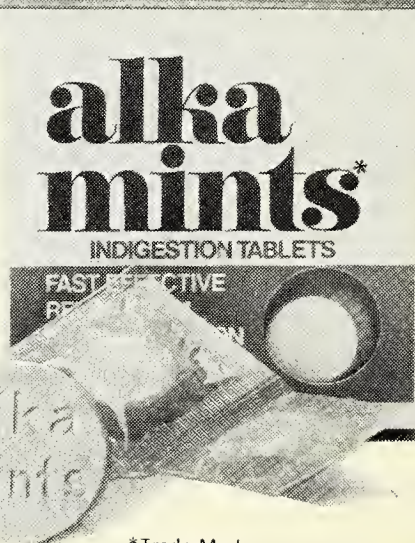
alka  
min

**Alka Mints** are made to a new formulation which ensures that in the mouth they dissolve to form a smooth, gentle, minty liquid. They taste great and you know they're going to work fast!

**Alka Mints** are made by the makers of Alka-Seltzer\*, who know all about the discomforts caused by upset stomachs.

**Alka Mints** are now being advertised nationally to the public by means of hard-hitting ads. in large circulation daily newspapers and women's magazines.

There is a generous introductory bonus for retail chemists. Please see your Miles representative or usual wholesaler.



\*Trade Mark

# NEW PRODUCTS AND PACKS

## Over-the-counter medicinals

### Aspirin with low gastric irritation

Laboratories For Applied Biology have introduced Laboprin tablets, "to make available the valuable drug aspirin in a new preparation which provides maximum aspirin effect with minimum gastric irritation."

Laboprin combines 300 mg aspirin with 250 mg of the basic essential amino acid lysine, which both promotes the solubility of the preparation to produce an alkaline solution of approximately pH9, and also provides an effective buffer against gastric hydrochloric acid. Gastric intolerance is therefore said to be much less likely to occur.

The increased renal excretion rate of salicylate produced by sodium carbonate solutions and the consequent lowering of plasma salicylate levels, is also avoided.

Laboprin is in pack of 24 tablets (£0.45). (Laboratories For Applied Biology Ltd, 91 Amhurst Park, London N16.)

## Cosmetics & toiletries

### Deep shampoos relaunched

Charles Bedeman are relaunching their Deep Treatment shampoos in three versions — one for greasy hair, one specially for conditioning, and one to clear dandruff. The three "clinical" shampoos are designed to deal particularly with the hair problems of teenagers, and the launch advertising campaign has been aimed at this market.

From now until December there will be big colour spaces in national teenage and young women's magazines.

The new shampoos are packed in tubes and boxed, and each provides a complete treatment. Distribution is through chemists and department stores only, and recommended price £0.54. (Charles Bedeman Ltd, 180 Queens Road, London SE15.)

### Elida premium hairspray

Elidanse from Paris is Elida's new premium hairspray. The product, developed by Elida Paris, is aimed at the younger end of the premium market.

Elida point out that Elidanse is not only being introduced into a growth mar-

ket, but also into a highly profitable one. The cash profit on the sale of each can of Elidanse is 2½ times that of a normal hairspray.

Following the trend to large, long-lasting cans of hairspray, Elidanse is in a slim aluminium pack, containing 195g (£0.62) with a large diffuser button which ensures a controlled fine spray.

It is available in the three most favoured variants—dry, normal and greasy. (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W 1.)

## Veterinary

### Two 'firsts' for Wellcome

Burroughs Wellcome & Co. announced two new products for sheep on August 17. They are a vaccine for foot rot, claimed to be the first vaccine for the complaint in the world, and a liver fluke treatment for sheep which is said to be the "first complete flukicide."

The new vaccine will enable farmers to adopt a preventive routine against foot rot by vaccinating all sheep, including weaned lambs.

A primary course of two injections must be given at an interval of at least six weeks, with the second one given about a fortnight before the disease is expected to spread.

Single booster injections are administered every six months thereafter and timed so that one injection is given two weeks before the expected foot rot season.

The recommended dose in all cases is 4 ml injected subcutaneously. Packs are 240 ml (£6.00) and 40 ml (£1.08).

The second product is Coriban brand of diamphenethide, recommended for liver fluke in sheep.

The company claim that Coriban kills the immature flukes and that it is the only flukicide at present that will do so.

The dose is according to bodyweight as follows: animals 50-75 lb, ½ oz; 75-112 lb, ¾ oz; 112-150 lb, 1 oz; and over 150 lb, 1¼ oz.

Coriban is packed in 1 gal polythene containers (£24.84), sufficient to dose approximately 200 sheep between 75-112 lb. (Burroughs Wellcome & Co, veterinary division, Ravens Lane, Berkhamsted, Herts.)



# PRESCRIPTION SPECIALITIES

## NITOMAN tablets

**Manufacturer** Roche Products Ltd, Welwyn Garden City, Herts

**Description** Scored tablets each containing 25 mg of tetrabenazine

**Indications** Movement disorders associated with organic central nervous systems conditions, especially Huntington's chorea, hemiballismus, senile chorea, etc

**Contraindications** Should not be given in combination with levodopa or reserpine as it blocks their actions. Should not be given immediately after a course of an MAOI

**Dosage** Variable. A starting dose of 25 mg three times a day is recommended in adults, increasing by 25 mg a day every 3 or 4 days up to 200 mg a day, or to the limits of tolerance. If no improvement at maximum dose in seven days, it is unlikely that the patient will benefit from the drug

**Precautions** Should not be prescribed during early pregnancy

**Side effects** Main unwanted effect is depression, controlled by reducing dosage or by antidepressant drugs

**Packs** 500 tablets (trade price £3.33)

**Supply restrictions** PI, S4B

**Issued** Reissued August 1971

## LEVOPA capsules

**Distributor** MCP Pharmaceuticals Ltd, Alper-ton, Wembley, Middlesex, HA0 4PE.

**Description** Blue and white capsules each containing 250 mg or 500 mg of levodopa

**Indications** Idiopathic, post-encephalitic and arterio-sclerotic Parkinsonism

**Contraindications** Must not be given with MAOI's, pyridoxine, reserpine or other drugs which interfere with cerebral amine mechanisms

**Dosage** Initially 0.25 to 1.0 g daily, increasing by 0.25 to 1.0 g every 3 to 4 days, until the optimum response is obtained. The maintenance dose is usually in the range 2.5 to 8 g daily

**Precautions** Care in patients with cardiovascular, hepatic, renal or endocrine disease; pregnancy; and with concurrent administration of sympathomimetic and antihypertensive drugs

**Side effects** Nausea and vomiting, dyskinesia, hypotension, and psychiatric disturbances may occur

**Storage** Keep bottle well closed and store in a cool dry place

**Packs** 250 mg 100 (trade price £2.16); 250 £5.13). 500 mg 100 (£4.10); 250 (£10.05)

**Supply restrictions** PI, S4B

**Issued** August 1971

## Preliminary information

### Berk additions

Berk Pharmaceuticals have announced the availability of the following new specialities. Asilone paediatric suspension (poly-methylsiloxane, 50 mg in 5 ml); Berkdopa tablets (L-dopa 500 mg); Dopamet tablets (methyldopa 250 mg); Prinalgin tablet (alclofenac 500 mg); Primperan tablets (metoclopramide monohydrochloride 10 mg), syrup (5 mg in 5 ml) and ampoules (5 mg in 1 ml).

Full monographs will be published when the products are actively promoted. (Berk Pharmaceuticals Ltd, Shalford, Surrey.)

# TRADE NEWS

## PVC containers for tablets

Beatson Clark, 23 Moorgate, Rotherham, Yorks, have introduced a new range of amber tablet containers, BeCePak, made in tough, flexible PVC to complement their existing range of glass containers. Only one size snap cap is needed to fit the complete range of containers which are available from wholesalers now in 15, 30, 60, 75 and 100-ml sizes.

## L-dopa capsules

MCP Pharmaceuticals Ltd, Alpertown, Middlesex, announce the introduction of Levopa capsules. Two strengths are available containing 250 mg and 500 mg of L-dopa. Both strengths are supplied in bottles of 100 and 250.

MCP are distributing Levopa for ICN Arco Ltd, Lugano, Switzerland, a division of International Chemical and Nuclear Corporation.

## Improved pregnancy testing

Improved sensitivity in pregnancy testing is claimed with a disposable kit presentation of Prepurex, available from Wellcome Reagents Ltd, Beckenham, Kent.

Prepurex is now available in 20 test and 100 test packs containing disposable capillary pipettes together with a rubber teat and disposable mixing rods. The test's sensitivity now enables the detection of pregnancy at an earlier stage.

A two-test slide is included as a new feature of the 100 test pack, and an eight test multiplate is still available if required. The price remains unchanged at £3 for the 20 test pack and £13.75 for the 100 test pack.

## Two to Silvikrin's New Naturals range

Two new shampoos join the Silvikrin New Naturals shampoo range, replacing the Natural and Natural Protein variants.

The new formulations are Silvikrin Alpine herb shampoo for normal hair and Silvikrin egg protein shampoo for problem hair.

Backing the introduction of the new formulations, Beecham toiletry division, Brentford, Middlesex, have organised a heavy press advertising campaign.

The other shampoos in Silvikrin's New Naturals range are lemon and lime for greasy hair and almond cream for dry hair. All are sold in economy (£0.18), standard (£0.12) sized bottles, and sachets (£0.03).

## Electrical appliances approved

Among appliances that have recently been approved by the British Electrotechnical Approvals Board are the following:

Electric blankets: Lullaby de Luxe, models 84391, 2 and 3 (GEC Domestic Equipment Ltd); Bliss BS and BD, De Luxe Bliss DBS, DBD and DBDX (Morphy Richards Ltd).

## New showroom for buyers

In time for the autumn buying season, Diplex Ltd have opened a permanent

showroom for trade buyers at 73 Clarendon Road, Watford.

On display are over 200 instruments consisting of barometers, thermometers, hygrometers, weather stations, moisture meters, etc. Buyers are advised to make an appointment before calling (tel. Watford 31784 or 25573).

## Ospolot suspension

FBA Pharmaceuticals Ltd, Haywards Heath, Sussex, are introducing on September 1 a 500 ml pack of Ospolot suspension (trade price £0.88).

## Concept will handle Minalka

Concept Pharmaceuticals Ltd, 59 High Street, Rickmansworth, have been awarded the exclusive marketing licence for Minalka in the UK, France and the Republic of Ireland. This is a further development

## KERFOOT PHARMACEUTICALS

# BONUS OFFER

*Open until 25th September 1971*

### A bonus parcel containing

10 x 100 ml.  
**PHENOXYMETHYLPENICILLIN  
ELIXIR 125 mg.**

10 x 100 ml.  
**PENICILLIN G. SYRUP  
125 mg.**

### will be delivered

**FREE OF CHARGE**

### with each order of £50 value



THOMAS KERFOOT & CO. LTD



to the licence they already hold for Minalka in the USA, Japan, South Korea, Taiwan, the Philippines and South America. Advertising and local promotions start on October 1.

#### Handbag-size added

Following the successful Spring launch of their Corimist products for the care and treatment of dry hair, Schwarzkopf, UK division, Corinol Ltd, 269 Field End Road, Eastcote, Middlesex, are adding a new handbag-size aerosol hair spray to the range. It contains 65 g (£0.36). The company is also launching a "jumbo" economy size Corimist hair spray containing 275 g (£0.85).

#### Bank holiday closing

The following companies have advised us of their bank holiday closing arrange-

ments: E. H. Butler & Son Ltd, Leicester and Northampton, closed Monday, August 30; Eli Lilly & Co Ltd, Basingstoke, closed from 4.45 pm, Thursday, August 26, until 8.30 am, Tuesday, August 31; May & Baker Ltd, Dagenham, closed Monday, August 30 (urgent supplies from John Bell & Croyden, Wigmore Street); Pharmax Ltd, Bexley, closed August 30 (urgent supplies, J. B. & C.); Upjohn Ltd, Crawley, closed 5 pm August 27 until August 31 (urgent supplies, J. B. & C.).

#### Trade shows next week

##### Dublin

Clarence Hotel, August 22-27, Shulton (Great Britain) Ltd.

##### Glasgow

St Enoch Hotel, August 23-27, Cussons, Sons & Co Ltd, Columbia Products Co Ltd.



Unichem are currently incorporating their house symbol—carried on their delivery vans and publicity material—in the design of product packaging. Pictured here is the new-style extract of malt

## Select your order from the following list

**PENICILLIN V 125 mg.**

**PENICILLIN V 250 mg.**

**OXYTETRACYCLINE S/C 250 mg.**

**PHENOXYMETHYLPENICILLIN ELIXIR 125 mg. per 5 ml.**

**PHENOXYMETHYLPENICILLIN ELIXIR 62.5 mg. per 5 ml.**

**PHENOXYMETHYLPENICILLIN MIXTURE 125 mg. per 5 ml.**

**PHENOXYMETHYLPENICILLIN MIXTURE 62.5 mg. per 5 ml.**

**TETRACYCLINE HYD. S/C 250 mg.**

**If you wish to take advantage of this offer ask your Kerfoot representative for details**

ALE OF BARDSLEY ASHTON-U-LYNE LANCS.

## Bonus offers

J. L. Perl Ltd, 8 Esterbrooke Street, London SW 1. XZ. 6 invoiced as 5.

Mentholatum Co Ltd, Slough, Bucks. Staunch antiseptic pads. 6 invoiced as 5 (offer extended to October 31).

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex. Phensedyl cough linctus 125 ml, Tixylix children's cough linctus 125 ml. 10 invoiced as 9 (October 1 to February 29, 1972). Concurrently, the same bonus rates will apply to Brulidine antiseptic cream 25 g, Brolene eye drops 10 ml, and Brolene eye ointment 5 g.

Thomas Kerfoot & Co Ltd, Vale of Bardsley, Ashton-under-Lyne, Lancs. 10 100 ml phenoxymethylpenicillin elixir 125 mg and 10 100 ml penicillin G syrup 125 mg free with orders of £50 value for a selected list of antibiotic preparations. Through representatives till September 25.

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; Cl = Channel Islands.

**Astral:** NE

**Elastoplast Airstrip plasters:** All except E

**Erasmic:** Ln, Lc

**Fiesta household towels:** Ln, M, Sc

**Fresh & Dry with natural herbs:** Ln

**Milk of Magnesia:** Ln, M, WW, So, A, We

**Optrex:** Ln, M, Y, Sc, WW, So, U, We, B, Cl

**Poli-grip:** Ln, Lc, Sc, WW, So, A, U, We, Cl

**Reban:** Lc

**Radox:** All except U, E

**Radox re-use container promotion:** All except U, E

**Signal toothpaste:** All except NE, U, E

**Sunsilk hairspray:** All except E

**Sunsilk shampoo:** All except E

**Trufood Spoonfoods:** Lc

# COMPANY PROFILE

Parke, Davis &amp; Co Ltd

## Biggest transfer in company's history is almost complete

If someone was to ask any retail pharmacist who had been in practice before 1939 for the names of leading manufacturers of "ethical" medicines in the '20s or '30s it would be safe to say that two companies, one British and the other American, would be named.

The American would be Parke, Davis & Co which was established as the first overseas branch of its Detroit, USA, parent in London in 1891.

Despite the "flood" of other companies, particularly from overseas, that are now part of the pharmaceutical scene in Britain Parke, Davis have continually expanded their manufacturing plant and headquarters at Hounslow, Middlesex.

By 1963 the laboratories there covered an area of some 20 acres with 400,000 sq ft laboratory space.

Modernisation of storage facilities was subsequently undertaken and a new sterile product department opened at a cost of over £100,000. Nevertheless, by about 1968 it became evident that in order to meet the trend of pharmaceutical development within the company, new manufacturing and administrative facilities would soon be required.

This turned out to be impracticable at the Hounslow site and so, as previously reported (*C&D*, January 31, 1970), a new location at Pontypool, Monmouthshire, was selected. The beginning of next month will see the completion of the huge

transfer of plant and many of the staff from Greater London to the relative peace of the Monmouthshire countryside.

The new headquarters are situated on an attractive wooded site of 35 acres about two miles north of Pontypool on the road to Abergavenny. Advantage has been taken of the rural setting to create a pleasant environment for all those who work in the laboratories. Existing woodland has been carefully preserved and extended in a landscape scheme. The buildings have been designed to reflect the standards and clinical nature of the work which the company undertakes. The first group of buildings, and by far the largest, is concerned with the pharmaceutical manufacturing processes. This is situated in the centre of the site. Buildings in the second group are for administrative, research and amenity purposes and when the work is complete, will be positioned in a pleasant setting of trees and lawns fronting the main road. Some indication of the scale of the development can be given by the size of the manufacturing block which alone covers an area of nearly 6 acres — equivalent to the area of six football pitches.

The general manager of Parke, Davis is Mr D. R. Ross, a member of the Institute of Chartered Accountants of Scotland. He joined the London branch of the company in 1949 as manager of accounts and audit department.

As chief executive, he succeeded pharmacist Mr S. E. Andrews early in 1970 when Mr Andrews left to take up an appointment outside the industry in his native New Zealand.

Among those going to Pontypool is Mr S. G. Davis, director of production and engineering who has held office in Hounslow Branch of the Pharmaceutical Society for more than half the time of the Branch's existence. He was its chairman 1964-66, secretary 1951-63 and social secretary 1947-49.

Although many pharmacists have been working at Parke, Davis the transference to Pontypool is not likely to affect the branch too much as most of them resided outside the area. At one time the branch held a single joint meeting each year with the local division of the British Medical Association in a room lent by Parke, Davis but latterly pressure on space meant that the room had to be used for other purposes.

### Centenary celebrated

Parke, Davis's parent in Detroit celebrated its centenary seven years ago. From its first overseas branch in London the group has progressed so that it now has some 85 branches (28 having manufacturing plants) with total world wide sales of \$300 m (£125 m) in 1970. Dividends have been paid every year since 1878 and company assets in 1969 were valued at £165 m.

Over 14,000 people are employed throughout the world and during 1969 almost £8 m was spent on research and development, primarily in the field of "ethical" pharmaceuticals.

Over 700 different products are supplied and 1,000 different sizes and packages are produced world-wide.

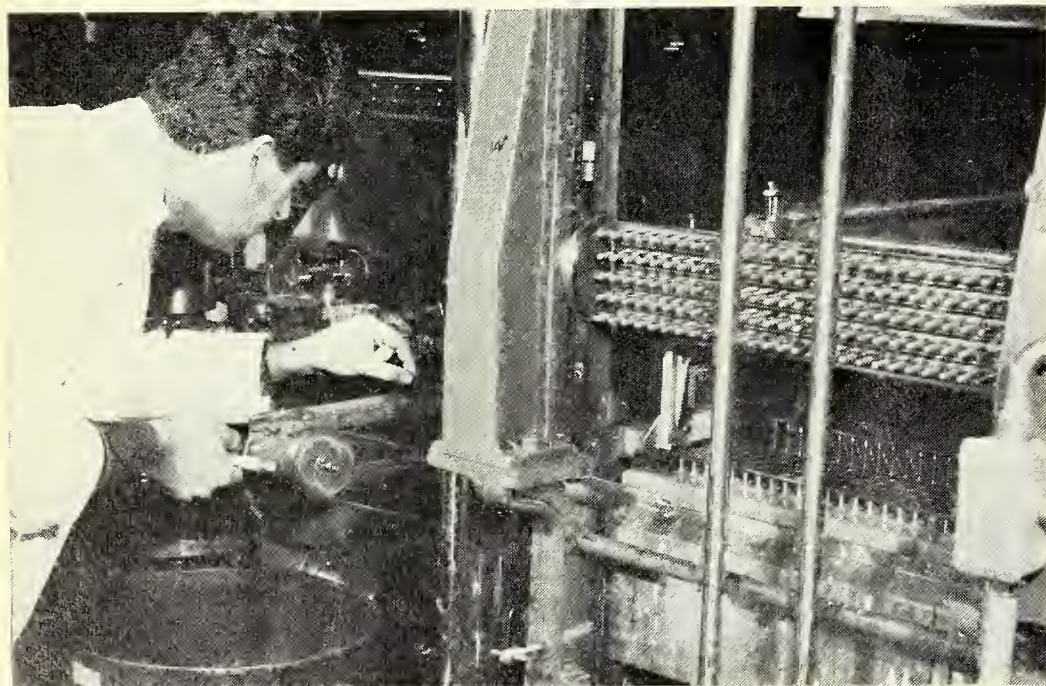
The importance of the overseas markets to Parke, Davis is seen in the fact that over 40 per cent of sales are made outside the US.

During the past 20 years, they have invested approximately £72.5 m in capital expansion for additions to property, construction of new plants and improvement of facilities and equipment.

As any pharmaceutical innovator knows, the search for new or improved drugs is slow and costly. In 1963 the company screened about 50,000 broth cultures for antibiotic activity and about 3,000 chemicals for other therapeutic effects. During that year the company did not introduce any new chemical entity in the US as a medicinal product and the entire pharmaceutical industry introduced only 16.

The trend towards ever-bigger units in industry has not by-passed pharmaceutical manufacturers in general nor Parke, Davis in particular. Last August the Detroit parent announced that they had agreed to a merger with Warner Lambert Pharmaceutical Co.

At the time it was estimated that the two companies' sales would total around \$1,000 m in a year.



For many years Parke, Davis & Co have specialised in hard gelatin capsule production. Here is one of the company's machines capable of producing 240 million capsules a year. Depth of dipping and timing of the dip shown on the right of the picture are critical in ensuring the correct distribution of the gelatin and accuracy of the capsule wall thickness. The operator is checking the finished capsule with a micrometer gauge

Supplement to Chemist & Druggist August 21 1971

# CHRISTMAS GOODS

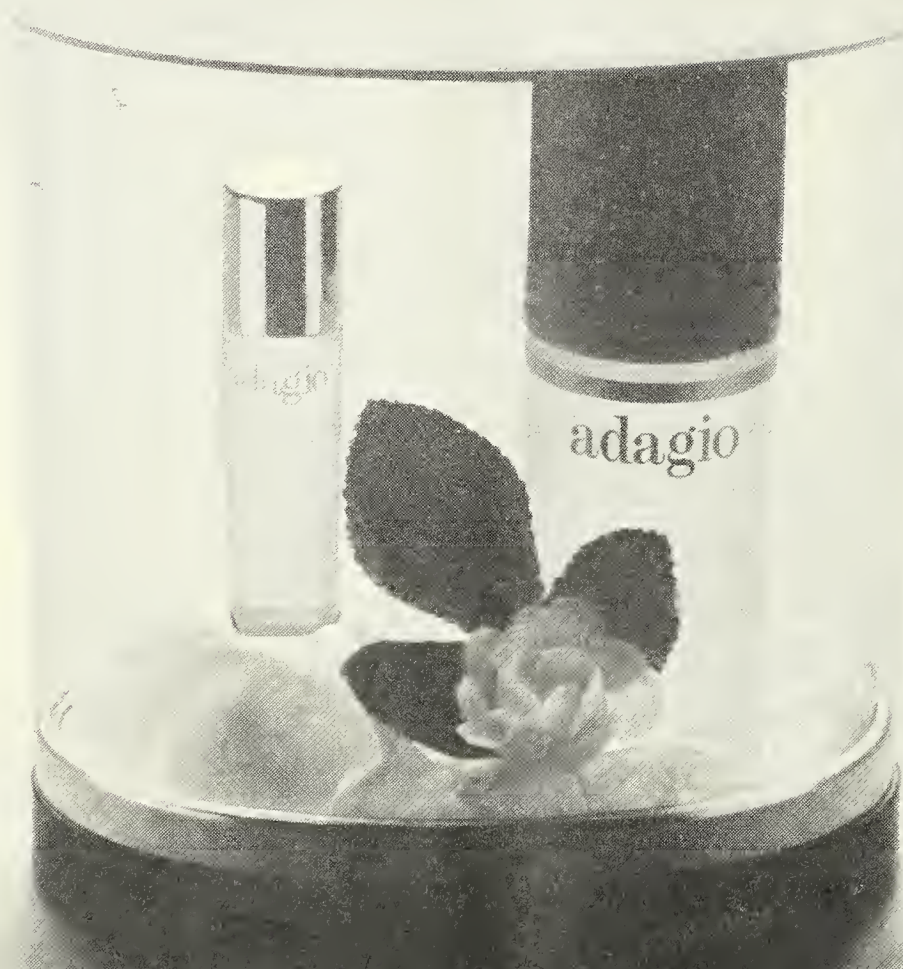
## Oh, tidings of comfort and joy

It's a comfort to know that this year  
more people will give more Philips  
electrical goods as gifts than ever before.

It's a joy to know that you'll make  
more money than ever before.

If you're stocked up.





This Christmas there'll be a scent of summer around. From adagio.

This Christmas there'll be a scent of summer around. From adagio.

In a special gift set of prettily packed Fragrant Mist and Perfume. Beautiful. And only £1.95.

Cool Christmas-time advertisements appearing in Harpers & Queen, Honey, 19, Nova and Vanity Fair will feature the new pack.

Plus the rest of the adagio range: Perfume (£1.40 and 80p), Skin Perfume (47p), Fragrant Mist (£1.05 and 70p), Day Fragrance (80p), Talc (43p) and Cream Perfume (82p).

So stock now. You know what things are like around Christmas.

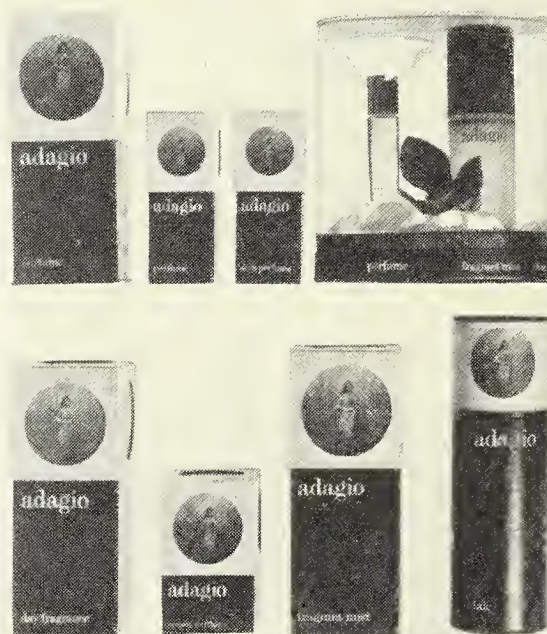
Telephone Roy Warwick, marketing manager, at 01-688 7131.

Or write:

**adagio by fiona sands**

Queens Way, Croydon CR9 4DL.

Figures quoted are recommended retail prices.

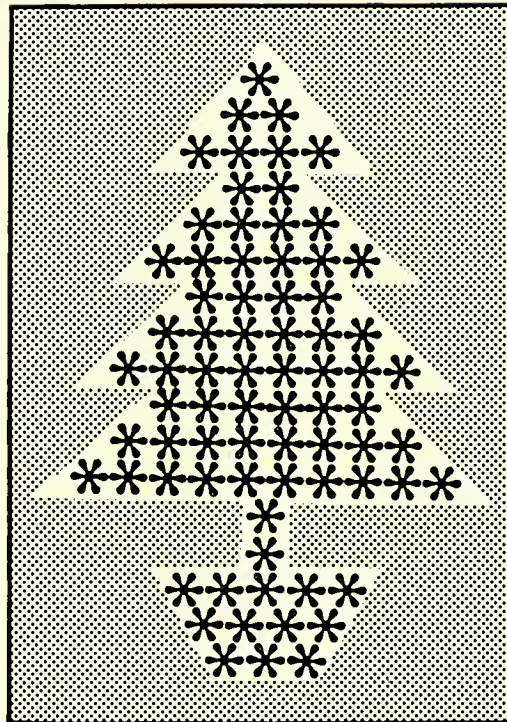
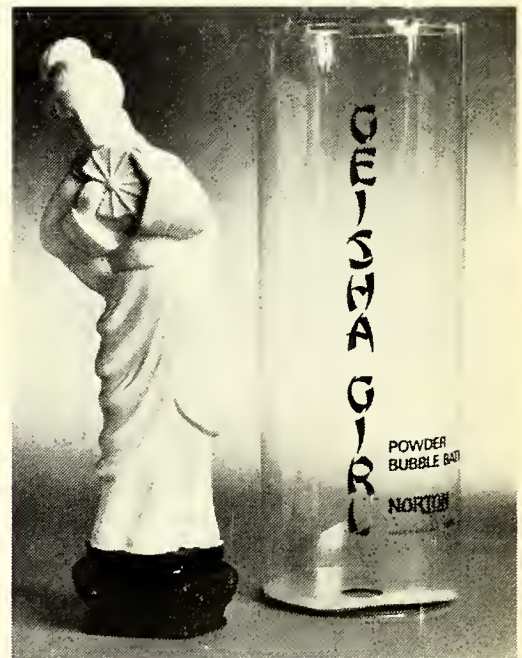
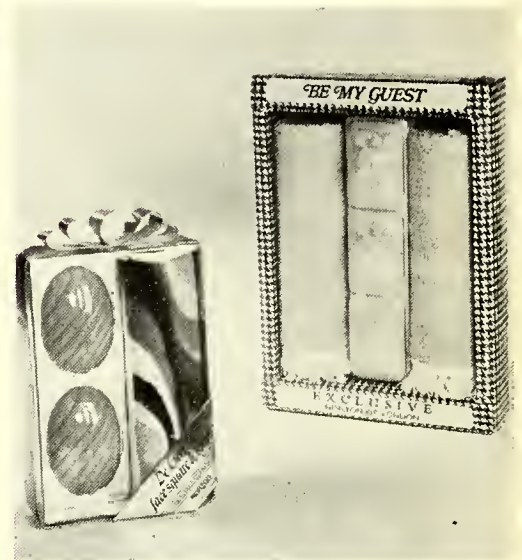
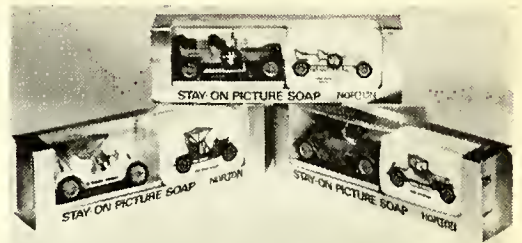


# CHRISTMAS GOODS

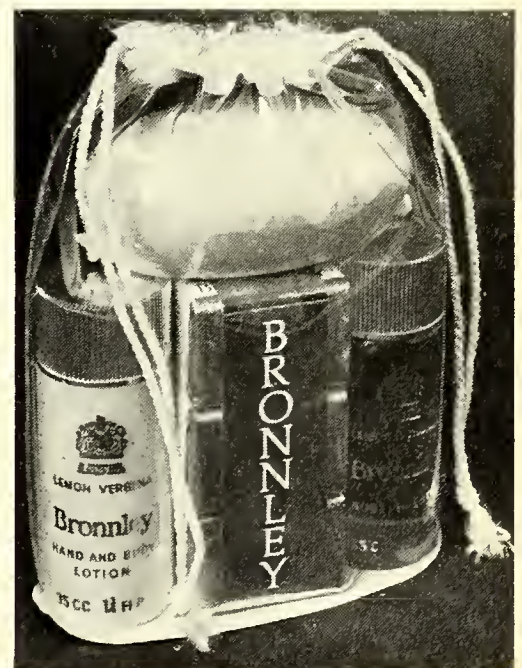
The 1971 Christmas trading period is likely to be the most competitive ever for the retailer. Nevertheless it will still provide opportunities for those who will take them.

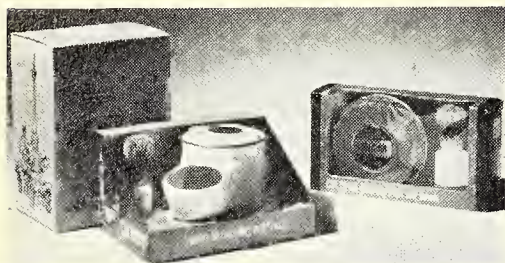
Buying the stock for the Christmas selling period often determines the total turnover and profitability for the year. To help readers plan for profitability, the following pages show the wide variety of special Christmas packs offered by manufacturers and distributors.

Although every attempt has been made to ensure accuracy, the prices quoted should be checked before placing orders in view of the recently changed purchase tax rates.



1. Humpty Dumpty pearlised bubble bath No. 70 (£0.44). Sportsman soap, No. 68 (£0.25). **Grosvenor.**
2. Royal decanter with bubble bath, No. 921 (£0.48). Perfumed pomander, No. 1070 (£0.48). Cat and dog money boxes with bubble bath powder, No. 1079 (£0.39). **Sorrelle.**
3. Hand painted jar of Bath Fantasy, No. 93 (£0.84). Golden foam bath preparation, No. 90 (£0.47). **Grosvenor.**
4. Vintage cars and stay-on picture soaps, No. M17 (£0.84). **Norton.**
5. Face square and soaps. Sandalwood, lavender or verbena, No. G27 (£0.97). Hand towels and soaps. Pink, blue, yellow, green, No. G30. (£1.12). **Norton.**
6. Geisha girl powder bubble bath, No. Q22 (£0.65). **Norton.**
7. Bag with turtle oil soap, hand and body lotion, bubble bath and bathcubes. Fern, lemon, verbena or rose geranium fragrances (£0.69). **Bronnley.**





1



2



3



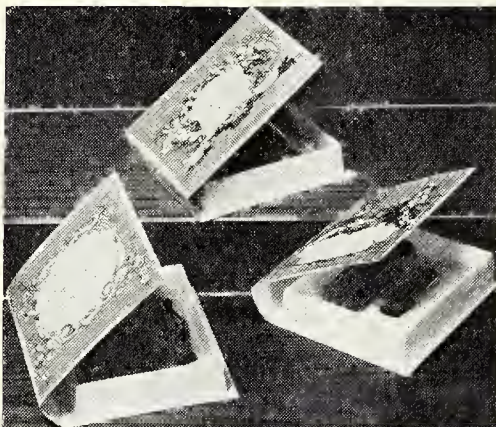
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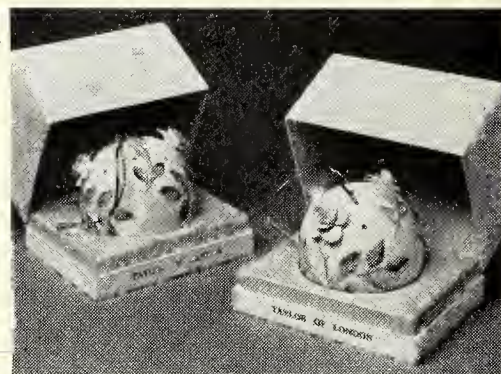
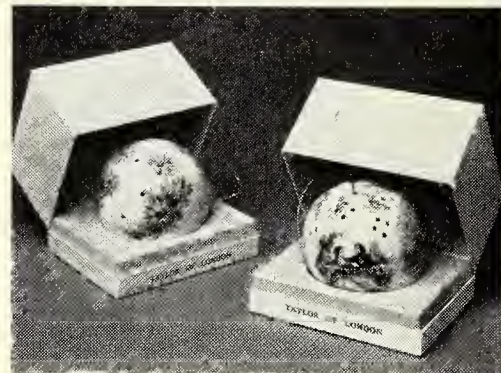
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10



11



1. Shaving mug and brush No. 3 (£1.20). **Culmak.**
2. Perfumed pomander car key fob, No. 117 (£1.35), pomander pendant on a gold-plated necklet No. 119 (£2.15). **Floris.**
3. Old Spice after shave lotion, talc and stick deodorant, No. 3312 (£1.57). **Shulton.**
4. Burley hair cream, stick deodorant and after shave, No. 3189 (£3.20). **Shulton.**
5. Three of six Rimmell presentations varying from £0.48 to £0.72. **Rimmell.**
6. Super Slimtwist (£0.72), Techmatic (£1.09), adjustable (£1.45). **Gillette.**
7. Techmatic razor and Foamy (£1.40). Slimtwist and Foamy (£1.03). **Gillette.**
8. Oriental Spice after shave with dragon keyring No. 6238 (£1.71). After shave and shower with Dragon wrist strap, No. 6237 (£2.38). **Shulton.**
9. Escapade talc, body lotion and bath foam, No. 6809 (£0.62). **Shulton.**
10. Boxed pomanders (£0.63-£1.20). Unboxed (£0.63). **Jackel.**
11. Pomanders Crown Stafford designs (£2.38). **Taylor.** 12. Coalport designs (£3.88). **Taylor.**
13. Perfumed sachets box of 3, lavender, lily, carnation, butterfly orchid, red rose and London Bridge (£0.76). **Taylor.**





14 14. Aronde hand creams and talc (£0.53). 20 Columbia.

15. Aronde herbal bubble bath decanter (£0.69), foaming bath essence (£0.45), hyacinth bubble bath decanter (£0.59). Columbia.

16. Aronde Puffing Billy (£0.35) and tankers (£0.25 each) filled with bubble bath. Columbia.

17. Decanters bubble bath, No. 8 (£0.72), Cologne and lavender No. 26 (£0.70). Philippe.

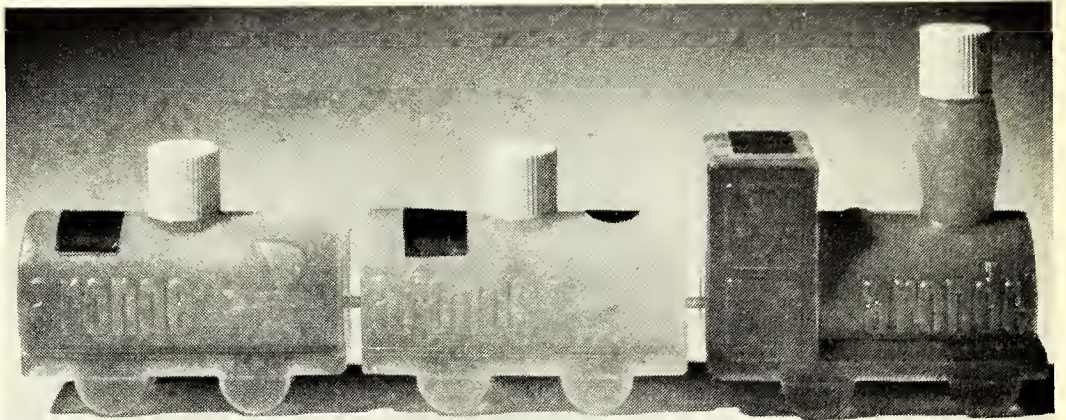
18. A trio of bubble baths, No. 33 (£0.60). Philippe.

19. Six bottle cocktail bubble bath, No. 30 (£0.75). Philippe.

20. Demuth's Frozocologne and Frozo-lavender (£0.32). Demuth.



15



16



17



18

19





1. Gingham bath dusting powder (£0.97) and toilet water (£1.07). Both are in a sparkling gold wrap with decorative gold bow trimmings. **Innoxa**

2. Blue Grass dusting powder 45 g and hand lotion 55 cc (£1.39), Blue Grass Cracker with foaming beauty bath 26 cc (£0.67). **Arden.**

3. Aqua Manda foam bath gift (£0.58), hand lotion gift (£0.52) and Aqua Manda fragrance gift (£0.72). **Goya.**

4. Toldeo talc (£0.44), hand lotion (£0.48). Tall fluted bottle of skin perfume (£0.96). Purse size perfume (£0.45). All in bright lolly-red wrap trimmed with matching red bow. **Innoxa**

5. Twin set of Primitif eau de toilette

spray and talc, also available in Hypnotique, Electrique and Exuberance fragrances (£1.20), presentation set of Hypnotique spray, talc and bubble bath may be had in Primitif, Electrique and Exuberance fragrances (£1.60) **Factor.**

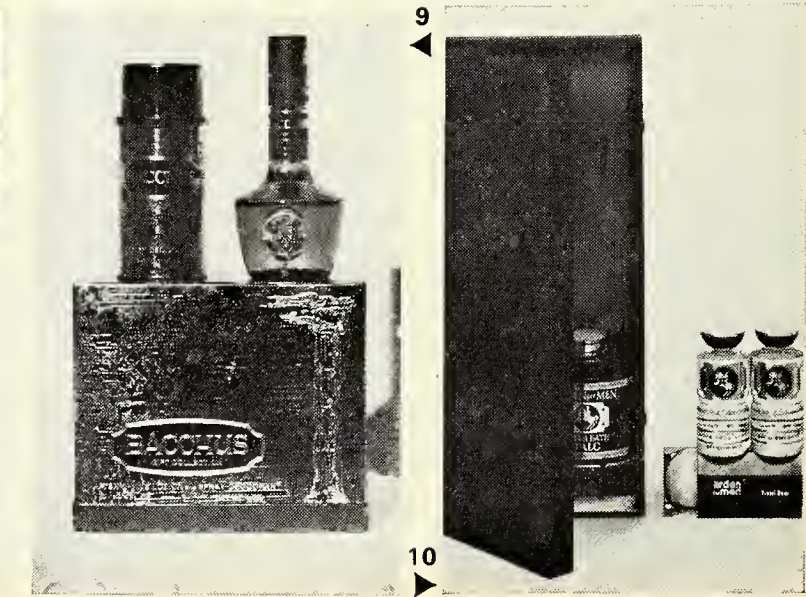
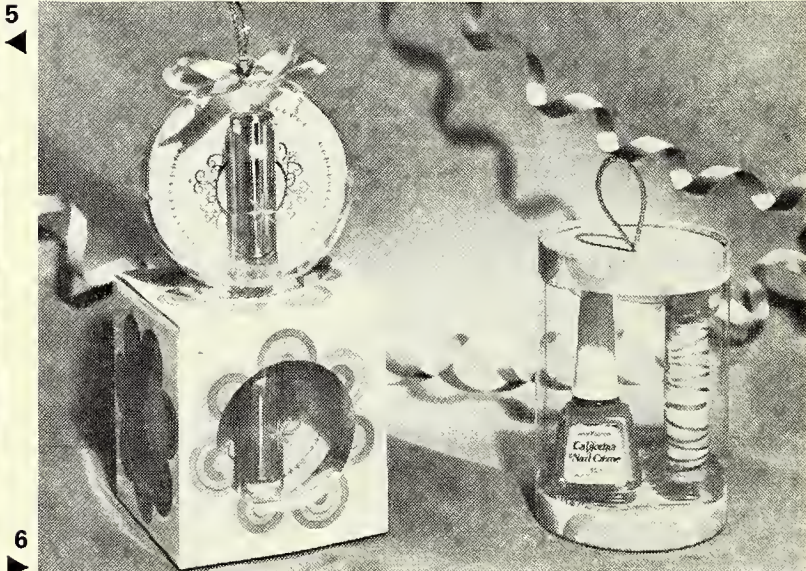
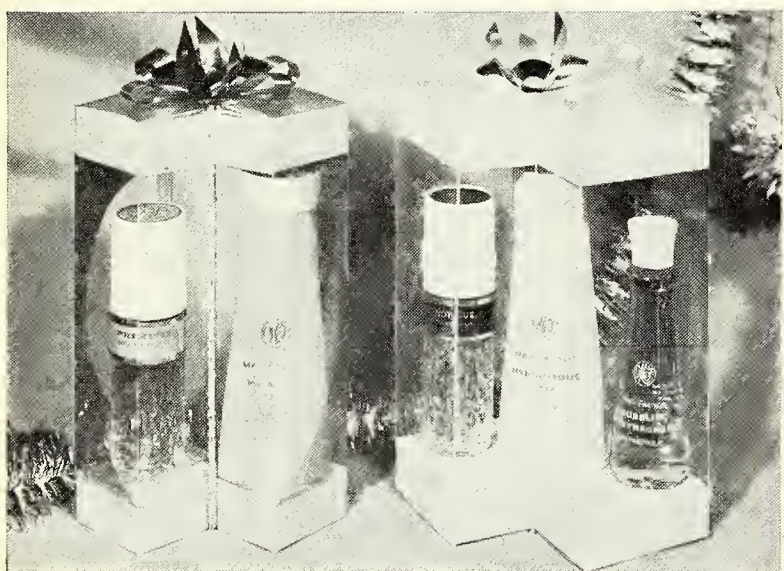
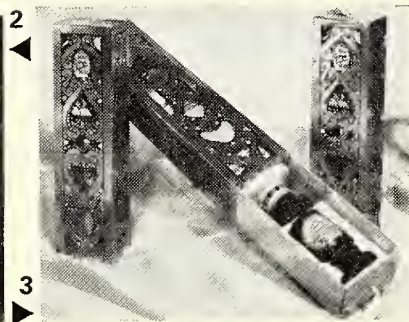
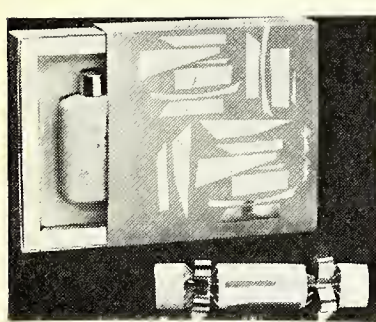
6. Left, Beauty twin set with creme puff refill and lipstick (£0.75), right, California Duo—a transparent drum holding California nail frost and Sunstick (£0.75) **Factor.**

7. Cedar Wood after shave gift (£0.67). **Goya.**

8. Cougar after shave decanter (£0.94). **Yardley.**

9. Bacchus after shave and deodorant (£3.45). **Coty.**

10. Thai silk box with after shave, Cologne, talc, and soap (£6.75). **Arden.**



## Looking for something NEW this Christmas... Then look no further!



**For  
the Kids  
too!**

JUST A SMALL SELECTION FROM OUR RANGE OF SEASONAL GIFT LINES

# GROSVENOR of London

### MAIN STOCKISTS

**London — Home Counties & South**  
E. Davids & Co. (01-226 2446)  
H. Howard (Hornsey) (01-248 3344)  
L. Landaw & Co. Ltd. (01-965 9381)  
Vernon Powell Ltd. (01-688 8375)  
C.D. Renny Ltd.  
(Weybridge 43882/4)  
Dennis E. Riches (Romford 44155)  
J.G. Wain  
(Tun-Wells 21666)  
Murray & Sons (Eastleigh 2097)  
Barnetts (Southend) Ltd.  
(Rochford 544549)  
Jones & King Ltd.  
(Portsmouth 61231)

**Midlands**  
Richard Daniel & Sons Ltd. (Derby 40671)  
Jaynox Ltd. (Stoke on Trent 59427)  
Wyleys Ltd. (Kenilworth 52246)

**North**  
Bremmer-White Ltd. (Newcastle 2-4036)  
Rudge Roberts (Northern) Ltd. (Manchester 834-3853)  
Cartwrights (Rawdon) Ltd. (Rawdon 2143)  
Jaynox Ltd. (Blackpool 23961)  
Wholesale Sundries (Cheshire) Ltd. (Chester 22211)

**Wales & West**  
D.J. Britton (Bristol) Ltd. (Bristol 553414)  
Western Trading Co. (Cardiff 26872)  
Normans (Budleigh) Ltd. (Budleigh Salterton 2155)

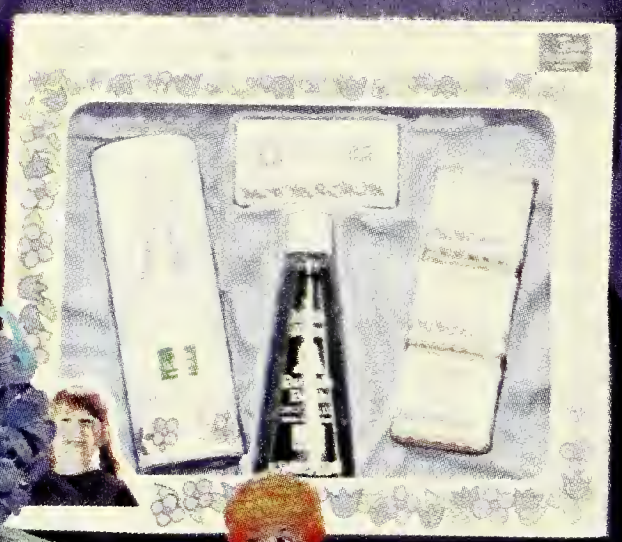
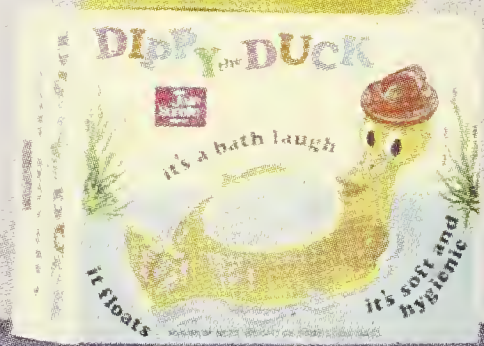
**Scotland**  
Fernan Sundries Ltd. (Stirling 61273)  
Jackel & Co. Ltd. (Scottish Division)  
(041-946 5101/2)  
Wm. Knotts (Ayr) Ltd. (Ayr 65131/2)  
Lorimer & Moyes Ltd.  
(Glasgow 552-1964)  
Hugh Reynolds (Edinburgh 447-7491)

**N. Ireland**  
Jackel & Co. (Ireland) Ltd.  
(Belfast 32308)

**Eire**  
Corcoran & Co. Sundries Ltd.  
(Dublin 775484)

GROSVENOR PERFUMERY COMPANY LIMITED

71-75 Gloucester Rd. Croydon CR9 2XN Tel: 01-684 3881/2. Export Showroom: 143 New Bond Street London W1 Tel: 01-493 3887





		Trade £·p	Tax £·p	Retail £·p
80 units	10ml	0.53	—	0.71
novo Rapitard				
40 units	10ml	0.35	—	0.47
80 units	10ml	0.69	—	0.92
novo B.P.				
20 units	10ml	0.15	—	0.20
40 units	10ml	0.27	—	0.36
80 units	10ml	0.48	—	0.64
<b>K.H.3 (1490 IAPS)†</b>				
30	1.06	0.32	1.91	
150	4.74	1.32	8.43	
<b>Lestreflex (1127 Seton)</b> (distributors 93BJ)				
elastic diachylon bandage				
BPC ventilated or fully				
spread	3in	3.36dz	—	0.42
	4in	4.36dz	—	0.54
<b>Liquident (229 C&amp;T)</b> oral antiseptic		2.40	—	3.60
<b>Locorten N (262 CIBA)</b> <b>Mallory (790 Mallory)</b> photographic batteries				
PX1	—	—	—	0.43
PX19	—	—	—	0.55
PX21	—	—	—	0.55
PX23	—	—	—	0.31
PX24	—	—	—	0.44½
PX400	—	—	—	0.21½
PX401	—	—	—	0.32
PX450	—	—	—	0.32
PX625	—	—	—	0.27½
PX825	—	—	—	0.19
MI54	—	—	—	0.20
MI22	—	—	—	0.22½
<b>Max Factor (813 MF)</b> brush-on blusher		0.514	0.22	0.99
<b>Metiguanide (227 Erba) †s4B</b> tablets 500mg	100	1.10	—	1.65
	500	5.25	—	7.87
<b>Mortha (1305 WB) †s1DD</b> ampoules				
No.1 1.5ml	5	0.50	—	0.75
	100	6.30	—	9.45
No.2 1.5ml	5	0.60	—	0.90
	100	2.40	—	3.60
	500	10.14	—	15.21
<b>Nitrolan (878 Napp)</b> tablets 2.6mg	50	0.85	—	1.14
	250	3.90	—	5.20
6.4mg	50	1.15	—	1.54
	250	5.35	—	7.14
<b>Nu-seals (413 Lilly)</b> ammonium chloride		—	—	—
<b>Nutrizyme (1556 Farillon)</b> tablets	100	3.53	1.06	—
<b>Oralter (49 A &amp; V)</b> pellets	25	0.15	—	0.20
<b>Penidural (1352 Wyeth) T5</b> forte (vet.)	10ml	0.61	—	0.81½
	50ml	2.21	—	2.94
<b>Petrolagar (1352 Wyeth)</b> 200ml	0.135	0.04	0.22	
500ml	0.265	0.08	0.43½	
dp 6 x 500ml	1.59	—	—	
<b>Penotrane (1305 WB) †</b> jelly	25g	0.16	—	0.24
<b>Petronet (1127 Seton)</b> (distributors 93BJ)				
dressing strip 3½in x 8yd	4.00dz	—	0.50	
dressings 3½ x 3½in	10	1.68dz	—	0.20
	36	2.88dz	—	0.35
<b>Phenolaine (974 PC)†</b> eye drops	10ml	0.18	—	0.27
	100ml	0.40	—	0.60
pure		0.50	—	0.65
<b>Piton (917 Organon)</b> powder 1000 units vial	1.00	—	1.50	
<b>Placadol (1305 WB) †s1DD</b> tablets	20	0.28	—	0.42
	100	1.20	—	1.80
<b>Polyalk (489 Galen)</b> tablets	100	1.08	—	—
<b>Price's (1005 Price)</b> night lights				
child's 8-hour	(10)	4.80	—	—
	(3dz)	5.80	—	—
Calorettes	(12)	5.80	—	—
	(4dz)	6.88	—	—
Palmitine Star	(10)	2.00	—	—
	(4dz)	2.00	—	—
Pyramid	(8)	4.80	—	—
	(1dz)	4.80	—	—
Sentinel	(10)	—	—	—
<b>Procol (835 M &amp; J)†</b> Spanule capsules	8	0.24	—	0.32
<b>Pulmo Bailly (115 Bengue) †s7DD1</b> 90ml	0.18	0.055	0.29½	
	500ml	1.03	—	—
	21	3.50	—	—
<b>Pyopen (1393 BRL) T5</b> infusion set	19.79	—	—	—
<b>Quinaband (1127 Seton)</b> (distributors 93BJ)				
zinc paste and iodochloro-				
hydroxyquinoline	2.16dz	—	0.26	
<b>Reactlan (1556 Farillon) †s4B</b> tablets	100	1.20	0.36	—
<b>Revonol (1556 Farillon) †s4B</b> tablets	250	2.50	—	—

	Trade £·p	Tax £·p	Retail £·p
<b>Seton (1127 Seton)</b> (distributors 93BJ)			
Coloset colostomy bags			
30 x 10cm	100	4.00	—
30 x 12.5cm	100	4.40	—
20 x 14cm	100	4.00	—
12.5 x 12.5cm	100	4.00	—
Imperial sizes			
dermatological gloves			
small (24)	1.90	—	2.70
medium/large (24)	1.90	—	2.70
paediatric urine collectors			
(100)	3.00	—	—
para-pads (pair)	0.93	—	1.40
urine drainage bags			
individually sealed boxes			
standard long tube (100)	7.00	—	—
short tube (100)	7.00	—	—
non-return valve (100)	8.00	—	—
drainage outlet (100)	15.00	—	—
bulk packed boxes			
standard long tube (250)	12.50	—	—
short tube (250)	12.50	—	—
non-return valve (250)	15.00	—	—
drainage outlet (250)	30.00	—	—
<b>Setoniquet (1127 Seton)</b> (distributors 93BJ)			
tourniquets			
small	0.26	—	0.39
medium	0.28	—	0.42
large	0.30	—	0.45
<b>Setonplast (1127 Seton)</b> (distributors 93BJ)			
waterproof strapping			
1in x 5yd	1.32dz	—	0.16
2in x 5yd	2.16dz	—	0.26
3in x 5yd	2.88dz	—	0.36
<b>Stimplete (1352 Wyeth)</b> <b>Sistometril (262 CIBA)</b>			
<b>Sparine (1351 Wyeth) †s4B</b> injection (vet) vial	10ml	0.30	—
	30ml	0.80	—
<b>Strepsils (147 Boots)</b> lozenges	24	1.08dz	—
<b>Sulphamagna (1352 Wyeth) †s4B</b> suspension (vet.)	500ml	0.94	—

### POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule

	Trade £·p	Tax £·p	Retail £·p
<b>Sulphonet (1127 Seton)†</b> (distributors 93BJ)			
tulle 3½ x 3½in	10	1.68dz	—
	36	2.88dz	—
strip 3½in x 5yd	3.60dz	—	0.44
<b>Surbex T (2 Abbott)</b> Film tabs	100	1.50	—
<b>Sweetex (751 ILL)</b> tablets	500	2.07dz	—
	2000	6.84dz	—
<b>Synalar (649 ICI)</b> ointment	15g	—	—
suppositories	12	—	—
<b>Tarband (1127 Seton)</b> (distributors 93BJ)			
zinc paste and coal tar			
bandage	2.16dz	—	0.26
<b>T.H.A. (1305 WB)</b> ampoules	2ml	5	0.44
	100	5.32	—
<b>Tricaderm (1176 Squibb) T5</b> solution	25ml	2.00	—
<b>Tsabra (1387 L of L)</b> cotton wool	75g	0.12	—
	110g	0.15	—
<b>Tubifoam (1127 Seton)</b> (distributors 93 BJ)			
dressing (12)	550	0.74	—
	551	0.74	—
	552	0.74	—
	554	0.94	—
	555	0.94	—
	556	1.20	—
single tubes	574, 575	1.00dz	—
	576, 577	1.20dz	—
	578	1.44dz	—
<b>Tubigrip (1127 Seton)</b> (distributors 93 BJ)			
radial pressure bandages			
10m rolls	G3	1.54	—
	G4	2.28	—
	G4RT	2.63	—
	G4X	2.63	—
	G5	2.96	—
	G6	3.36	—
	G7	3.78	—
	G9	4.48	—
	G10	6.30	—
flesh colour	G4	2.38	—
	G4RT	2.77	—
	G4X	2.77	—
	G5	3.08	—

	Trade £·p	Tax £·p	Retail £·p
tubular supporting bandage			
6.25cm x ½m (G4)	0.16	—	0.24
7.50cm x ½m (G4X)	0.18	—	0.27
10.00cm x ½m (G5)	0.20	—	0.30
3.75cm x 1m G3	0.25	—	0.37
6.25cm x 1m G4	0.29	—	0.43
7.00cm x 1m G4RT	0.33	—	0.49
7.50cm x 1m G4X	0.33	—	0.49
10.00cm x 1m G5	0.37	—	0.55
11.25cm x 1m G6	0.40	—	0.60
16.50cm x 1m G7	0.47	—	0.70
22.00cm x 1m G9	0.57	—	0.85
33.00cm x 1m G10	0.77	—	1.15
support bandages			
7	0.83	—	1.25
8	1.90	—	1.35
8½	1.10	—	1.65
9	1.20	—	1.80
10	1.43	—	2.15
11	1.56	—	2.34
11½	1.83	—	2.74
12	1.26	—	1.89
13	1.50	—	2.25
14	1.63	—	2.44
<b>Tubinette (1127 Seton)</b> (distributors 93 BJ)			
tubular bandage	H01	0.17	—
	H12	0.24	—
	H34	0.30	—
	H56	0.40	—
	H78	0.44	—
	HT1	0.80	—
	HT2	0.84	—
<b>Tubipads (1127 Seton)</b> (distributors 93 BJ)			
for heels and elbows			
small	P4	0.28	—
medium	P4X	0.31	—
large	P5	0.34	—
sacral belts small, medium or large	P9	1.45	—
<b>Tubiton (1127 Seton)</b> (distributors 93 BJ)			
tubular bandages			
1	0.22	—	0.33
2	0.25	—	0.37
NCB	0.26	—	0.39
2X	0.28	—	0.42
3	0.50	—	0.75
3X	0.60	—	0.90
4	0.70	—	1.05
5	0.80	—	1.20
6	0.94	—	1.40
8	1.12	—	1.68
domestic pack applicators			
F/A	0.22	—	0.32
2X	0.44	—	0.65
3	0.50	—	0.75
3X	0.54	—	0.80
4	0.60	—	0.90
5	0.74	—	1.10
6	0.80	—	1.20
bandage clips (50)	1053	0.65	—
<b>Uraband (1127 Seton)</b> (distributors 93 BJ)			
zinc paste, ichthammol and urea bandage		2.16dz	—
<b>Urellm (1305 WB)</b> tablets 0.5g	100	1.60	—
	500	7.20	—
<b>Varico (1127 Seton)</b> (distributors 93 BJ)			
leg bandage			
3in x 3yds	0.46	—	0.68
<b>Viactan (1305 WB)</b> cream 1%	25g	0.18	0.055
	200g	0.66	0.20
emulsion 1%	100ml	0.36	0.11
	400ml	0.90	0.27
<b>Vick (1055 RM)</b> formula 44			
cough linctus †DD1 2oz	2.135	0.64	0.29
	4oz	3.385	1.015
<b>White's Dr. (761 Lilia-White)</b> sanitary towels			
Carefree size 1	1.45dz	—	0.15
	2	1.65dz	—
Sanspenders	—	—	0.10
<b>Zincaband (1127 Seton)</b> (distributors 93 BJ)			
zinc paste bandage	2.16dz	—	0.26

### AMENDMENTS TO KEY TO SUPPLIER

49 A & V = Antibiotics & Vitamins Ltd.  
43 Worship Street, London, E.C.2.  
299 C & T = Cosmetics and Toiletries, 5 Grosvenor Road, Ettingshall Park, Wolverhampton.  
1399 TLC = The Luckstone Co., P.O. Box 51, Shipley, Yorkshire BD18 4HZ.  
1514 Brocapharm = Brocapharm Ltd., Trend House, Pyrford Road, West Byfleet, Surrey, Byfleet 45536.

# THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>Aszyme (973 PYP)</b>				<b>A</b>							
powder 125g	2.50dz	—	—		tablets 30	0.33	—		ampoules dry powder 10mg	4.41	—
250g	4.50dz	—	—		<b>Kenadex (978 PYP)</b>			<b>A</b>	<b>Vortel (413 Lilly) †57</b>	0.67	0.20
500	2.60dz	—	—		extract 7½oz	1.76dz	—	0.22	100	0.28	0.08
1000	4.65dz	—	—		15oz	3.04dz	—	0.38	120ml	0.85	0.23
5000	1.85	—	—		6lb	1.44dz	—	1.92	450ml	—	—
30000	10.60	—	—		<b>Kinidin Durules (68 Astra)</b>			<b>A</b>	<b>Xylocaine (68 Astra)</b>		
<b>mesec (413 Lilly) †54A</b>				<b>A</b>	tablets 100	4.50	—	—	plain ampoules		
inseals 100	0.42	—	0.63		250	10.50	—	—	0.5% 10ml	20	1.10
500	1.88	—	2.82		<b>Lanoxin (208 BW) †1</b>			<b>A</b>	20ml	5	0.94
<b>Pulvules</b>					elixir 0.05mg/1ml 60ml	0.34	—	0.51	1% 5ml	50	2.09
100	0.42	—	0.63		injection 0.5mg/2ml 5	0.28	—	0.42	10ml	20	1.24
500	1.88	—	2.82		25	1.30	—	1.95	20ml	5	1.02
5000	18.29	—	27.44		<b>Levopa (824 MCP) †4B</b>			<b>•</b>	2ml	100	2.07
<b>nytal (413 Lilly) †54A</b>					capsules 250mg 100	2.16	—	—	1% 25ml	100	0.23
tablets 15 mg 500	0.26	—	0.39		500mg 250	5.13	—	—	2% 2ml	50	2.75
30mg 500	0.33	—	0.50		250	4.10	—	—	5ml	50	2.34
50mg 500	2.86	—	4.29		<b>Lextron Ferrous (413 Lilly)</b>			<b>•</b>	cartridge blue		
100mg 500	0.43	—	0.65		Pulvules 84	0.47	—	0.71	2% 2.2ml	100	2.20
200mg scored 100	3.77	—	5.66		<b>Magnogene (115 Bengue)</b>			<b>•</b>	vials 0.5% 50ml	5	0.23
500	0.17	—	0.26		tablets 60	0.50	0.15	0.82	1% 20ml	5	0.55
5000	0.68	—	1.02		<b>Merthiolate (413 Lilly) †</b>			<b>A</b>	50ml	5	0.24
200mg scored 100	6.33	—	9.50		tincture 450ml	0.36	—	0.54	2% 20ml	5	0.59
500	0.30	—	0.45		2.25l	1.26	—	1.89	50ml	—	—
<b>nd acetylsalicylic acid</b>					<b>Monotheamin (413 Lilly)</b>			<b>•</b>	with adrenaline 1-200,000		
Pulvules 100	0.33	—	0.50		Pulvules 200mg 100	0.56	—	0.84	ampoules †54B	20	1.24
<b>nd ephedrine Pulvules</b>					500	2.55	—	3.83	1% 10ml	5	0.53
100	0.32	—	0.48		<b>and Amytal</b>			<b>•</b>	vial 0.5% 20ml	5	0.23
<b>gised (208 BW) †</b>				<b>A</b>	Pulvules 'A' †5154A			<b>•</b>	50ml	5	0.55
tablets 0.5mg 100	0.16	—	0.24		100	0.61	—	0.92	1% 20ml	5	0.24
500	0.54	—	0.81		500	2.80	—	4.20	50ml	5	0.59
<b>coxal (68 Astra)</b>					<b>Nappi-Wite (879 NW)</b>			<b>•</b>	2% 20ml	50ml	0.25
granules 60g	1.52	—	—		12oz	1.12dz	—	0.12½	with adrenaline 1-80,000		
tablets 24	3.30dz	0.99dz	—		<b>Nembutal (2 Abbptt) †5154A</b>			<b>C</b>	cartridge red †54B	100	2.20
144	1.38	—	—		veterinary solution 100ml	0.45	—	—	2% 2.2ml	100	2.15
<b>trafer I.V. (68 Astra)</b>				<b>A</b>	<b>Nitoman (1074 Roche) †54B</b>			<b>•</b>	1.8ml	100	2.20
ampoules 5ml	5	0.47	—		tablets 25mg 500	3.33	—	5.00	with nor-adrenaline 1-80,000		
<b>mil (113 Bencard)</b>				<b>D</b>	<b>Nu-Seals (413 Lilly)</b>			<b>A</b>	cartridge yellow †54B	100	2.20
<b>ietal Sodium (413 Lilly) †54A</b>				<b>A</b>	aspirin 325 mg 100	0.28	—	0.42	2% 2.2ml	100	2.15
ampoules 100mg	5	0.80	—		650mg 100	0.47	—	0.71	1.8ml	100	2.15
0.5g/50ml	1	0.41	—		<b>Oncovin (413 Lilly)</b>			<b>A</b>	antiseptic gel	15ml	1.82dz
2.5g/17.5ml	1	1.42	—		ampoules 1mg	5.04	—	7.56	eye drops 4%	4ml	0.36
2.5g/250ml	1	1.62	—		5mg	21.98	—	32.97	gel 4%	15ml	1.65dz
5g/35ml	1	2.78	—		<b>Ospolot (542) FBA</b>			<b>•</b>	ointment 5%	15g	2.20dz
<b>tanest (68 Astra) †541B</b>				<b>A</b>	suspension 500ml	0.88	—	1.32	spray 10%	82g	1.46
plain ampoules					<b>Para-thor-mone (413 Lilly)</b>			<b>A</b>	topical 4%	25ml	0.21
1.5% 25ml	0.28	—	—		ampoules	4.45	—	6.68	viscous	150ml	0.46
vials 0.5% 20ml	0.62	—	—		<b>Phillips (978 PYP)</b>			<b>•</b>	<b>Wellform (1154 SNP) †54B</b>		
50ml 0.25	0.29	—	—		iron tonic tablets 50	1.10dz	—	0.12½	elixir 150ml	0.32	—
1% 20ml S	0.66	—	—		100	1.86dz	—	0.21	500ml	0.81	—
50ml	0.31	—	—		<b>Physeptone (208 BW) †51DD</b>			<b>A</b>	tablets 650mg	50	0.38
with adrenaline 1-250,000	0.29	—	—		injection 10mg x 1ml 5	0.20	—	0.30	250	1.44	—
vials 0.5% 50ml	0.31	—	—		100	3.52	—	5.28	150mg	25	0.16
with adrenaline 1-200,000	0.31	—	—		tablets 5mg	0.24	—	0.36	500	0.95	—
vials 1% 50ml	0.31	—	—		500	0.90	—	1.35	<b>Xylocard (68 Astra)</b>		
with adrenaline 1-300,000	0.31	—	—		<b>Seconal (413 Lilly) †5154A</b>			<b>A</b>	solution 2%		
Citanest '30' 1.8ml	100	2.15	—		sodium Pulvules			<b>•</b>	disposable syringe	5ml x 5	1.79
topical 4% 25ml	0.25	—	—		50mg	100	0.26	0.39	solution 10%	5ml x 10	4.40
<b>loxene (413 Lilly) sl</b>				<b>A</b>	500	1.14	—	1.71	<b>Xylodase (68 Astra)</b>		
Pulvules 65mg	100	0.92	—		100mg	100	0.39	0.59	tube 15g	2.64dz	—
500	4.14	—	6.21		500	1.84	—	2.76	<b>Xyloproct (68 Astra) T5</b>		
20	0.26	—	0.39		5000	17.59	—	26.39	ointment 15g	7.50dz	—
100	1.04	—	1.56		<b>Seleen (2 Abbott) existing entry</b>			<b>D</b>	suppositories 10	0.52	—
500	4.69	—	7.04		<b>Seleen (2 Abbott)</b>			<b>•</b>	<b>Stop press</b>		
<b>renison (413 Lilly) T5</b>				<b>A</b>	veterinary suspension			<b>•</b>	<b>Budale (346 Dales) †54A</b>		
cream 15g	0.51	—	0.77		100ml	0.26	—	0.39	tablets 100	6.00dz	—
with neomycin 15g	0.55	—	0.83		500ml	0.82	—	1.23	500	2.00	—
ointment 15g	0.51	—	0.77		<b>Sodium Amytal (413 Lilly) †54A</b>			<b>A</b>	<b>Cortiphenicol (346 Dales) T5</b>		
with neomycin 15g	0.55	—	0.83		Pulvules			<b>•</b>	ear drops 10 ml	1.06	—
<b>acerin (1154 SNP)</b>				<b>A</b>	100	0.24	—	0.36	<b>Cutisan (346 Dales)</b>		
anhydrous 500g	0.45	—	—		500	1.14	—	1.71	liquid 45ml	9.00dz	2.70dz
4k	2.60	—	—		5000	10.96	—	16.44	ointment 30g	9.00dz	2.70dz
hydrous 500g	0.35	—	—		200mg	100	0.49	0.74	powder 80g	9.72dz	2.92dz
4k	1.70	—	—		500	2.39	—	3.59	<b>Millophyline (346 Dales)</b>		
<b>astrils (1154 SNP)</b>				<b>A</b>	5000	23.13	—	34.70	ampoules 6	5.04dz	—
pastilles 24	0.25	0.765	0.44		tablets 60mg	100	0.21	0.32	48	3.00	—
240	2.10	0.642	—		1000	1.66	—	2.49	suppositories		
<b>ucagon (413 Lilly)</b>				<b>A</b>	5000	8.14	—	12.21	child 10	3.60dz	—
ampoules dry powder					200mg	100	0.36	0.54	50	1.35	—
1mg	1.10	—	1.65		1000	3.12	—	4.68	adult 10	4.56dz	—
10mg	5.89	—	8.84		5000	15.44	—	23.16	50	1.71	—
<b>eminevrin (68 Astra) †4B</b>				<b>A</b>	<b>Stillbagen (68 Astra) †5154A</b>			<b>A</b>	100	8.40dz	—
capsules 100	2.67	—	—		tablets 100	0.22	—	—	<b>Pardale (346 Dales) †51DDI</b>		
injection/infusion					<b>Thean (68 Astra)</b>			<b>A</b>	tablets 0.1g	—	—
solution vial 100ml	0.53	—	—		ampoules 400mg/4ml 5	0.47	—	—	<b>AMENDMENTS &amp; ADDITIONS</b>		
bottle 500ml	1.97	—	—		suppositories 500mg 10	0.45	—	—	<b>TO KEY TO SUPPLIER</b>		
tablets 100	2.67	—	—		tablets 300mg 100	0.95	—	—	1336 WJ & C=Wilcox, Joyeau & Co. Ltd., 215 Cold-		
<b>ewlett (68 Astra)</b>				<b>A</b>	250	2.12	—	—	harbour Lane, London, SW9 8RX.		
antiseptic cream tube	1.19dz	0.36dz	—		<b>Tosmilen (68 Astra) †54A</b>			<b>A</b>	01-274 3237.		
400g	0.59	—	—		eye drops 0.25% 5ml	0.55	—	—			
3k	3.34	—	—		0.5% 5ml	0.69	—	—			
<b>teething jelly</b>				<b>A</b>	<b>Tuinal (413 Lilly) †5154A</b>			<b>A</b>			
<b>listady E.C. (413 Lilly) †7DDI</b>				<b>A</b>	Pulvules 100mg	100	0.35	0.53			
syrup 450ml	0.51	0.15	0.92		500	1.68	—	2.52			
2.25l	2.25	0.68	4.06		5000	16.39	—	24.59			
<b>ectofer (68 Astra)</b>				<b>A</b>	200mg	100	0.58	0.87			
ampoules 100mg x 2ml					500	2.67	—	4.01			
10	1.55	—	—		5000	25.56	—	38.34			
100	14.03	—	—		<b>Umbradil (68 Astra)</b>			<b>A</b>			
<b>ectoral (68 Astra)</b>				<b>A</b>	viscous U 40ml	8.80dz	—	—			
tablets 100	0.58	—	—		<b>Vasylox (208 BW)</b>			<b>A</b>			
<b>ectoral F (68 Astra)</b>				<b>A</b>	nasal spray puffer	0.16	—	0.24			
					solution 15ml	0.16	—	0.24			
					<b>Velbe (413 Lilly)</b>						

**PART TWO (NON-CUMULATIVE)****New tax-inclusive  
retail prices****PAGE REFERENCES TO PREVIOUSLY PUBLISHED LISTS**

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## NEW TAX-INCLUSIVE RETAIL PRICES

### MAY HYPO-ALLERGENIC METICS

Complete make-up £0.67  
 Compact make-up £0.62; refill £0.43  
 Lip mist  
 Cream cleanser £0.86  
 Liquid cleanser £0.67  
 Moisture cream £1.20; tube £0.67; jar £1.15  
 Night cream £0.86  
 Shampoo £0.44  
 Skin tonic £0.67  
 For skin  
 Gentle skin toner £0.77  
 Extra creamy cleanser £0.82  
 Eye care cream £0.72  
 Moisture guard £0.91  
 Night care cream £0.95  
 Brow colour £0.72  
 Brow pencil £0.34  
 Eye liner cake £0.58; duo £0.70  
 Eye liner liquid £0.67; brush £0.34  
 Eye make-up  
 Remover pads 40 £0.43; 60 £0.54  
 Eye shadow brush-on £0.77  
 Eye shadow soft lustre £0.95  
 Superlight trio £0.95  
 Eye powder £0.77  
 Fish blush £1.34  
 Stick colour moist £0.53  
 Pure sheer £0.53  
 Liquid make-up £0.58  
 Mascara £0.80; refill £0.53  
 Nail enamel clear £0.34  
 Creme glaze £0.48  
 Frosted £0.48  
 Remover £0.39  
 Base & top coat £0.34  
 Ear Nude bronzing gel £0.72  
 Liquid blush £0.72  
 Make-up £0.94  
 Under eye cover cream £0.72

### SUN PROPRIETARIES LTD

Flex lotion £0.14; shampoo £0.14

### ELLRINGER LTD

or's Seven Oils £0.19½; £0.30

### VIN BURGESS LTD

Ointment 1½oz £0.16; 3oz £0.28; 4oz £0.86; 36oz £1.54  
 Pills small £0.11; medium £0.23

### LAMBERS (EASTWOOD) LTD

No Bark £0.14; £0.24  
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 Phononia £0.14; £0.24  
 Licure £0.14; £0.24  
 Tric head and flu powders £0.02  
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 g Doctor £0.14; £0.024  
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 rys infants' soothing mixture £0.15; £0.34

### ANEL LTD

5  
 With powder 6932 £4.20  
 Eau de Cologne 1482 £1.95; 1483 £3.00; 1484 £5.40; 1485 £8.40; 1486 £14.00

eau de toilette 1302 £2.15; 1303 £3.30; 1304 £6.10; 1305 £9.40  
 parfum de toilette atomizer 500 £4.60; refill 500R £2.80  
 perfume 207 £4.30; 209 £4.70; 200 £7.00; 201 £10.50; 202 £18.70; 203 £35.00; 204 £55.00; 205 £105.00; 206 £190.00; 2028 £330.00  
 spray 15 £4.60; refill 15R £2.80  
 soap toilet £0.40; box of 3 £1.20  
 bath £0.60; box of 3 £1.80  
 talcum 6902 £1.15

### No. 22

eau de Cologne 1482 £1.95; 1483 £3.00; 1484 £5.40; 1485 £8.40; 1486 £14.00  
 eau de toilette 1302 £2.15; 1303 £3.30; 1304 £6.10; 1305 £9.40  
 parfum de toilette spray 500 £4.60; refill 500R £2.80  
 perfume 207 £4.20; 209 £4.70; 200 £7.00; 201 £10.50; 202 £18.70; 203 £35.00; 204 £55.00; 205 £105.00; 206 £190.00; 2028 £330.00  
 spray 15 £4.60; refill 15R £2.80  
 soap toilet £0.40; box of 3 £1.20  
 bath £0.60; box of 3 £1.80  
 talcum 6902 £1.15

Bois des Iles eau de Cologne 1482 £1.95; 1483 £3.00; 1484 £5.40; 1485 £8.40; 1486 £14.00

eau de toilette 1302 £2.15; 1303 £3.30; 1304 £6.10; 1305 £9.40  
 perfume 207 £4.20; 209 £4.70; 200 £7.00; 201 £10.50; 202 £18.70; 203 £35.00; 204 £55.00; 205 £105.00; 206 £190.00; 2028 £330.00

soap toilet £0.40; box of 3 £1.20  
 bath £0.60; box of 3 £1.80  
 talcum 6902 £1.15

### Chanel

creme de jour £1.40  
 creme pour peau seches £1.40  
 creme regeneratrice £1.80  
 face powder £2.60  
 fard pour cils £0.95; refill £0.50  
 fond de teint £1.80  
 lait de beaute £1.80  
 lotion tonique £1.60  
 maquillage £2.50; refill £1.20  
 ombre pour paupieres £0.95  
 pinceau pour levres £0.95  
 porte mine £1.40; refill £0.50  
 poudre vide £4.20  
 rouge a levres £0.95  
 rouge d'orient £0.95

### for men

after shave 40 £1.50; 60 £2.15; 65 £3.30  
 Cologne 30 £1.80; 50 £2.70; 55 £4.20  
 soap toilet £0.40  
 bath £0.60  
 talcum £1.15  
 Cuir de Russie  
 eau de Cologne 1482 £1.95; 1483 £3.00; 1484 £5.40; 1485 £8.40; 1486 £14.00

eau de toilette 1302 £2.15; 1303 £3.30; 1304 £6.10; 1305 £9.40  
 perfume 207 £4.20; 209 £4.70; 200 £7.00; 201 £10.50; 202 £18.70; 203 £35.00; 204 £55.00; 205 £105.00; 206 £190.00; 2028 £330.00  
 soap toilet £0.40; box of 3 £1.20  
 bath £0.60; box of 3 £1.80  
 talcum 6902 £1.15

### CHEMIST BROKERS

Aqua Velva £0.27½; £0.46½  
 holder top shaving stick £0.32; reload £0.12½  
 Ice Blue Aqua Cologne £0.43; £0.71  
 Aqua Velva £0.37; £0.62  
 deodorant spray £0.57  
 deodorant stick £0.38  
 Lectric shave £0.37; £0.62  
 talc £0.43  
 Lectric shave £0.22; £0.43 (Special Tankard)  
 Glide-on £0.43  
 Mistol £0.16½  
 Musterole £0.20  
 Nujol £0.22; £0.38½  
 Q.T. Family £1.10  
 Q.T. lotion £0.43; £0.71  
 Shade £0.38

### THOS. CHRISTY & CO LTD

hand & body lanolin £0.29  
 lanolin tube £0.11; £0.16; face pack sachet £0.08½; tube £0.18  
 skin emulsion £0.17; £0.25; tube £0.17  
 Diamond Voss £1.00  
 Jergens £0.21  
 Lempak

beauty mask £0.08½; £0.23  
 cleansing lotion £0.19  
 cream £0.18  
 skin freshener £0.19  
 soap £0.09

Linden Voss aerosol £1.21; cream £1.01; roll-on £1.01

Loranne £0.48; £0.76; £2.85

Moon Voss £1.00

Pantene hair tonic £0.43; £0.68

Set de Pantene £0.68

Ramer sponges

baby £0.12; bath £0.37; cosmetic £0.05; junior £0.17; toilet £0.26; toy £0.18

Retain £0.90

Voss £0.37; £0.76

### CROWN CHEMICAL CO LTD

Acriflavine pessaries 10 £1.80  
 A-Pek 25cc £1.28; 100cc £4.80  
 Crown Special detergent disinfectant 1gal £3.00; 5gal £14.25  
 Colistol 20fl oz £1.88; 80fl oz £6.05  
 Colistol piglet doser 450cc £2.48  
 Colivac 100cc £2.48  
 Danistol A 25 capsules £1.52; 100 capsules £5.38  
 Danistol injectable 100cc £1.52; 500cc £5.38  
 Diecac 40 injection 100cc £2.48

Freed 100 wcaner doses £1.33; 500 doses £4.60; 1,250 doses £10.00  
 Karodor 5 x 50g £2.45  
 Kopertox acerosol 172g £1.02; 294g £1.38  
 Kopertox lotion 1gal £6.05  
 louse and insect dressing 10lb £2.88  
 Mamex 11b £0.64; 31b £1.65; 101b £4.40  
 Mastop 1gal £2.50; 5gal £11.50  
 Monekil tablets 100 £3.90  
 New Monckil powder 11b £1.28; 71b £7.25  
 tablets 50 £1.15  
 Nopaine 100cc £0.83  
 Pekk 1cwt £15.40  
 Peksol 20fl oz £4.40  
 Premier cattle drench 20fl oz £1.12  
 Pygmia 25cc £1.00; 100cc £3.50  
 Pygmia A-I-D 100cc £3.50  
 Spraymark aerosols 6 x 172g £3.75  
 Stermin 21b £1.88; 71b £3.98  
 stimulating liniment 8fl oz £1.10  
 Stresnil 50cc £2.50  
 Sulphadimidine sodium ethane sulpho-nate 33½% neutral 12 x 100cc £8.10; 4 x 500cc £10.00  
 Super Cryozol 12 syringes £1.80  
 Superil 20fl oz £5.78; 80fl oz £19.25  
 Superil 40 injection 400cc £5.50  
 Tigress test ointment 11b £0.81; 41b £2.82; 121b £7.74  
 Triple Vet. sulpha tablets 20 tablets £1.63  
 Vermipels 8lb £10.50  
 Vermithol broadspectrum 20fl oz £2.75; 80fl oz £9.90  
 Vital 100cc £2.25  
 Vitamin B12 injection 100cc £2.48  
 forte 25cc £2.34  
 V.P.D. 12 x 1fl oz £2.20; 20fl oz £2.20  
 wound dressing fly repellent aerosol 172g £1.18  
 Xtralac 21b £2.86; 71b £7.15

### CUPAL LTD

10 Hour cold & flu capsules £0.19½; powders £0.13½; fever-cold mixture £0.18½  
 Astral air fresheners  
 general purpose blocks  
 Junior £0.05  
 Bouquet £0.08  
 Saniflo £0.17½  
 bubble-pack blocks Apple Blossom, Carnation, Honeysuckle, Lavatory Bowl, Magnolia, Rose Petal, Freesia £0.10  
 Car freshener, Petal Fresh £0.12  
 D/A toilet blocks £0.12½  
 aerosols  
 Bathroom, Nice N Fresh £0.31  
 super household, floral bouquet, freesia, mimosa, Touch of Spring, wild honeysuckle £0.22  
 Binasin £0.20  
 Bonzine £0.16  
 adult cough balsam £0.22½  
 baby blackcurrant cough syrup 3oz £0.16  
 chest rub 1oz £0.14½

cream 4oz £0.17  
gripe mixture 6oz £0.16  
gum lotion £0.14  
pain elixir 2oz £0.14  
balsam horehound and honey 3oz £0.16  
bismuthated magnesia ovals tins 2oz £0.11  
blood mixture No. 20 iodised 6oz £0.19  
Bronal cough/catarrh elixir 3oz £0.24  
burn aid cream £0.15½  
cherry bark Red Ring cough syrup 3oz £0.17; 6oz £0.26  
child's cherry cough linctus 3oz £0.16  
cold sore lotion ½oz £0.12  
diarrhoea mixture adults £0.20; child's £0.18½  
Dusk cream £0.17½  
ephedrine oil ½oz £0.16  
family antiseptic cream £0.14½  
femme aid pills £0.13½  
ginger flavour Friar Tuck 3oz £0.14  
halibut liver, oil capsules 100 £0.16  
health salts grapefruit 8oz £0.22½  
insect bite cream £0.15½  
junior throat lozenges £0.12½  
juniper pills £0.14½  
lemon flu syrup £0.21½  
linseed liq. compound lozenges bag £0.08  
menthol and wintergreen cream tubes £0.20  
mixed sulphur tablets £0.13½  
mouth ulcer tablets 15 £0.13  
nipple cream £0.21  
pastilles  
Gees linctus tins 2oz £0.12½  
sulphur and treacle £0.14  
toilet preparations  
bay rum small £0.14½; large £0.21 and cantharadin small £0.14½ large £0.21  
wart solvent 3dr £0.11  
zinc castor oil and friars balsam cream tubes £0.14½  
Diamond corn solvent £0.13½  
foot powder £0.17  
Fenico £0.20½  
Flurex £0.21  
Haemorex £0.24  
Meltus adult £0.20½, £0.31  
junior £0.18½, £0.28  
N tonic syrup £0.19, £0.31½  
Nail bite lotion £0.14½  
Nazex £0.19  
Nazotarr £0.12½  
Peplax £0.16  
Pirisol £0.12  
Rayglo chest rub £0.14½  
laxative tablets £0.16  
tooth tincture £0.11½  
worm elixir £0.14½  
Red Ring chillie paste £0.13½  
Regulets saltite £0.16; small tins £0.09; large £0.16  
Secto aerosols, biting insect £0.31  
moth proofer £0.25  
S.F. fly killer £0.25; giant £0.45  
vap. fly killer £0.22  
liquid vap. 300cc £0.16; 16oz £0.22; 32oz £0.35; 128oz £1.10  
powder all purpose £0.14; ant £0.14  
vap. lantern £0.67  
Secto-Kil dispenser £0.27; powder £0.19  
slug-kil £0.14  
Skeetocide insect repellent £0.16  
Sooth tan cream £0.24½  
oil £0.21  
Totavit capsules £0.30  
Tuf cough drops £0.09  
Tyrocane antiseptic lozenges £0.12½  
Vitathone cream £0.20; tablets £0.21½

## DALES PHARMACEUTICALS LTD

Boldolaxine tablets £0.50  
Boules Quies £0.36  
Collyre Bleu £0.74  
Inotyl powder £0.67  
Pandrin tablets £0.36

Relax Quies £2.70  
Urodonal granules £1.13; £3.24

## DALTON SUPPLIES LTD

Sweet Relief £0.37

## DAY SON &amp; HEWITT LTD

Aintree liniment £0.81  
Amoracaine powder 2lb £0.86; 10lb £3.68  
Animalintex £3.68  
antiseptic aerosol £0.46  
Azodyne 5oz £0.55; 1lb £1.35  
blister ointment £1.02  
chemical extract brown, bot £0.67  
1qt £2.22; ½gal £4.45; 1gal £7.75  
chemical extract white £0.81  
cleansing drench powder £3.03  
cleansing drink £4.64  
Dermoline 1pt £0.67; 1gal £2.22; 5gal £10.45  
dextrose £0.56  
diuretic powder £1.85  
Easakof 250g £0.74; 500g £1.35; 1k £2.45  
Ewtonik £3.24  
eye powder £1.72  
formula 'R' £5.73  
gaseous fluid £2.04; in oil £6.06  
Haighs Sov. remedy £9.44; tonic £9.44  
hoof oil 1gal £2.65; 5gal £12.25; 1pt £0.45  
Hornicura 5oz £0.75; 1lb £1.74  
maggot dressing aerosol £0.48; 8oz £0.64; 1gal £4.04  
mange & eczema lotion £0.64  
Nu-Nip £0.62  
paint sticks £1.47  
physic powder £3.06  
pig oil 1gal £1.35; 5gal £6.28  
red drench £3.04  
Vetalenta £6.05  
wound & gall dressing tube £0.40; 14oz £0.92

## DIVA-PHARMA LIMITED

A.5 ointment 1oz £0.28  
S.5 suppositories 12 £0.34  
F.99 capsules 20 £0.72; 90 £2.68  
F.99 ointment 2oz £0.48; 18oz £3.58  
Neodex capsules 21 £0.72  
ointment 2oz £0.48  
twinpack £1.15

## E. M. DOUEK &amp; CO LTD

Amour Amour  
parfum handbag £3.10; ½oz £3.25; ½oz £5.00; 1oz £8.60  
parfum Cologne 1½oz £1.90; 3½oz £3.10  
parfum de toilette 2oz £2.65; 4oz £4.30  
Balenciaga  
eau de Balenciaga 1½oz £1.90; 4oz £3.25; 7oz £5.20; 15oz £7.60  
Caline  
eau de Caline 2oz £2.45; 4oz £4.10  
vaporiser 4oz £5.85  
perfume 2105 £4.30; 2106 £6.55; 2107 £10.15; 2101 £2.15  
atomiser 2103 £4.80; refill 2104 £2.85  
Fleeting Moment  
perfume ½oz £1.90; ½oz £2.40; ½oz £3.50; ½oz £5.75; 1oz £9.10; 2oz £14.35; 4oz £22.85

## Jean Patou

bronze de chaldée 9931 £1.95  
huile de chaldée 9908 £1.50

## Joy (Patou)

coffret £15.00  
dusting powder £7.25  
eau de Joy 1oz £5.60; 1½oz £7.80; 3oz £13.50; 6oz £24.00  
with vaporiser £9.25  
parfum  
le compagneon ½oz £8.75  
flaconette ½oz £10.25  
vaporisateur ½oz £10.75  
flacon ½oz £18.60; 1oz £27.75; 1½oz £50.50; 2½oz £76.00  
soap (3) £6.00

## Le Dix

eau de toilette 1½oz £2.10; 4oz £3.40; 7oz £5.50; 15oz £8.10; 32oz £11.90  
atomiser £4.30  
perfume ½oz £1.90; ½oz £2.40; ½oz £3.50; ½oz £5.75; 1oz £9.10; 2oz £14.35; 4oz £22.85  
atomiser £4.75; refill £3.25  
talcum 110g £1.30

## Moment Supreme

Cologne 1½oz £1.90; 3½oz £3.10  
eau de toilette 2oz £2.65; 4oz £4.30

## perfume

le compagneon ½oz £3.10  
flacon ½oz £3.25; ½oz £5.00; 1oz £8.50; 2oz £14.50

## Monsieur Net

after shave cream £1.30  
travel pack £2.45  
after shave lotion 1½oz £1.55; 3½oz £2.45  
eau de Cologne 1½oz £1.75; 3½oz £3.00  
atomiser 5oz £5.50

## Quadrille

eau de toilette 1½oz £2.10; 4oz £3.40; 7oz £5.50; 15oz £8.10; 32oz £11.90

## atomiser £4.30

perfume ½oz £1.90; ½oz £2.40; ½oz £3.50; ½oz £5.75; 1oz £9.10; 2oz £14.35; 4oz £22.85  
atomiser £4.75; refill £3.25  
talcum 110g £1.30

## Schiaparelli

"S" eau de toilette 2oz £2.25; 4oz £3.80

perfume £1.00; ½oz £1.80; ½oz £3.60; ½oz £6.15; 1oz £8.60  
aumoniere ½oz £3.30

aeroscent ½oz £4.30; refill ½oz £3.30

## parfum de toilette

atomiser 4oz £5.45; refill 4oz £4.10

Shocking bath essence (1) £0.70 (5) £4.10

Cologne 1oz £0.80; 2oz £1.65; 4oz £3.10; 8oz £6.65

## parfum de toilette

atomiser 4oz £5.00; refill 4oz £3.60  
perfume plain model £0.90; ½oz £1.75; ½oz £6.00; 1oz £9.00; 2oz £14.35; 4oz £24.30

model livre ½oz £3.30  
rhodo bust ½oz £1.80  
aeroscent ½oz £4.10; refill ½oz £2.70

aumoniere ½oz £3.00  
soap bath £0.47  
talcum £0.70

Snuff after shave 2oz £1.05; 4oz £3.00

Cologne 2oz £2.40; 4oz £4.00

Sport Cologne 4oz £2.40; 8oz £4.00; 16oz £7.00

## Step

dressing table sprays  
Cologne for men 55102; 55104; 55105; 55106 £3.80; 55501 £7.15; 55502 £9.00; 55503 £8.35

## Limoges china

small 31201; 31238 £4.30; 31237; 31208 £5.70; 31209 £7.10

metal 43001; 43002; 43003 £4.50  
glass 44102 £2.85

Vieux Rouen 55501 £7.15

## handbag sprays

ecaille 20411 £8.50  
glass  
10101; 10104; 10106; 10107 £1.50; 10201; 10218; 10219 £1.95; 10752 £4.10

## gold plated

20561 £13.00  
grand luxe  
20401 £4.75; 20412 £4.30

## Limoges china

10128-31 £2.65; 10301; 10302; 10311; 10331; 10332; 10333 £3.10; 31201 £4.50; 31209 £7.10; 10326; 10334 £3.80;

10733 £4.75; 10734 £5.25; 20329; 20334 £3.35

## metal

10761; 10765 £5.50; 10766 £4.30

## mother of pearl

10603 £4.20; 10760 £5.50

## petit point

10621 £3.10

## standard

20108; 20115; 20124-28 £2.10; 10501; 10508 £2.85; 10509 £3.35

## EKCO PLASTICS LTD

## Ekco nursery ware

Babysitta £2.76  
Comfybath £1.93  
gift set £3.19  
dual purpose stand £2.35  
layette basket £1.50  
potty "non-tip" £0.43  
Sittarocka £1.37  
Superbath £2.08  
gift set £3.33  
trainer seat £0.57

## FABERGE INC.

## Aphrodisia

bath powder 2052 £1.55; 2053 £2.35

Cologne 1617 £1.05; 1627 £1.10; 1637 £2.30; 1657 £2.70

twosome 9933 £1.65

threesome 9946 £2.40

foursome 9953 £3.15

spray extraordinaire 1796 £3.00

spray 1739 £1.70

perfume 0223 £3.55; 0224 £5.40

fabergette 0105 £2.60; refill 0106 £1.70

spray extraordinaire 0700 £2.80

soap (3) 4023 £1.60

in case 4015 £0.75

talcum 2043 and 2040 £0.95

## for men

after shave lotion 5002 £1.00

5004 £2.55

deodorant aerosol 5030 £1.00

stick 5032 £0.85

shower buff 5027 £2.15

soap 5023 £0.80

talcum 5026 £0.95

travelite 5041 £3.15

## Brut

after shave spray lotion 5442 £2.00

after shave tan 5411 £1.05

creme shave aerosol 5401 £1.05

deodorant soap 5610 £1.10

spray de luxe 5608 £2.60

fresher set 5455 £4.95

hair spray 5402 £1.05

lotion 5444 £1.35

shampoo 5425 £1.05

shower buff 5400 £2.30

snifter 5617 £0.45

soap magnum 5404 £1.75

stick deodorant 5419 £1.20

talcum 5609 £1.75

toilet lotion 5440 £2.35; 5420 £3.40

5410 £6.10; 5405 £9.10

## skin series

after shave balm 5414 £2.30

fresh up 5415 £2.30

pre-shave 5416 £1.70

replenish 5417 £2.65

## Flambeau

bath powder 2052 £1.55; 2053 £2.35

Cologne 1617 £1.05; 1627 £1.10; 1637 £2.30; 1657 £2.70

twosome 9933 £1.65

threesome 9946 £2.40

foursome 9953 £3.15

spray extraordinaire 1796 £3.00

spray 1739 £1.70

perfume 0223 £3.55; 0224 £5.40

fabergette 0105 £2.60; refill 0106 £1.70

spray extraordinaire 0700 £2.80

soap (3) 4023 £1.60

in case 4015 £0.75

talcum 2040 £0.95

ognes 1oz £0.80; 2oz £1.20;  
oz £2.35; 8oz £4.00;  
erosol 3½oz £2.35  
tomisers £0.85  
-perspirant spray £0.90  
oil 0524 £2.35; 0525 £3.95  
a powder 0530 £1.40; 0531  
2.35  
with puff 71b 0532 £15.70  
h soap (1) 0538 £0.90; (3) 0550  
2.40  
bbling bath 0536 £1.75  
lysoft 0507 £2.55  
ad & body lotion 0527 £0.90  
fume ½oz £3.55; ½oz £5.40  
fume refill 0540 £1.75  
le luxe 0541 £2.70  
arking bath 0510 £1.05  
cum 0535 £0.95  
ess  
b powder 2052 £1.55; 2090 £2.35  
logne 1617 £1.05; 1627 £1.70;  
1637 £2.30; 1657 £2.70  
wosome 9933 £1.65  
breesome 9946 £2.40  
foursome 9953 £3.15  
spray extraordinaire 1796 £3.00  
spray 1739 £1.70  
rfume 0223 £3.55; 0224 £5.40  
fabergette 0105 £2.60; refill 0104  
£1.70  
ray extraordinaire 0700 £2.85  
ap (3) 4023 £1.60  
in case 4015 £0.75  
cum 2040-2043 £0.95  
odbue  
tb powder 2052 £1.55; 2090 £2.35  
logne 1617 £1.05; 1627 £1.70;  
1637 £2.30; 1657 £2.70  
wosome 9933 £1.65  
threesome 9946 £2.40  
foursome 9953 £3.15  
spray 1739 £1.70  
ray extraordinaire 1796 £3.00  
rfume 0223 £3.55; 0224 £5.40  
fabergette 0105 £2.60; refill 0104  
£1.70  
ray extraordinaire 0700 £2.85  
ap (3) 4023 £1.60  
in compact 4215 £0.75  
cum 2040-2043 £0.95  
for men  
after shave lotion 5002 £1.70;  
5004 £2.55  
deodorant aerosol 5030 £1.40;  
stick 5032 £0.85  
ower buff 5027 £2.15  
soap 5023 £0.80  
talcum 5026 £0.95  
travelite 5041 £3.15

**CROSSMITH LTD**  
enture perfume 4cc £0.54  
x sun tan oil £0.11  
ssmith  
th crystals 809 £0.42  
rfumed soap (3) in acetate drums  
£0.65  
ilet soap, white rose and cucumber  
£0.14  
py Baby 165g £0.13; 340g £0.20  
Adaire  
rlset £0.09  
aquer 28cc £0.04; 50cc £0.06  
aire  
illiantine solid £0.09  
u de Cologne £0.19  
u de lavender £0.19  
ion Moore's  
tch hazel jelly £0.10  
go of Mayfair  
by powder 85g £0.09; 170g  
£0.13  
luxury 280g £0.22  
th cubes (6) £0.10  
th salts 340g £0.13  
bble bath sachets £0.05  
odorant "24 hour call" 84cc £0.21  
ir lacquer  
sachet refill 50cc £0.06  
crystal clear 50cc £0.06  
aerosol standard 84cc £0.16  
giant French 280cc £0.32  
spray dispenser 56cc £0.12  
nd cream  
"avante garde" 150cc £0.16

"rose drops" 48cc £0.07  
shampoos  
assorted sachets  
20cc £0.03  
St. Tropaz cream, egg & lemon,  
medicated 380cc £0.15; herb  
380cc £0.18  
talcum giant ovals 340g £0.23  
Old Cottage  
bath cubes (6) 90 £0.32  
bath dusting powder 73E £0.63  
brilliantine solid tin 80 £0.25  
jar 77L £0.26  
compressed blossoms 71S £0.09  
Cologne stick 91 £0.26  
perfume 73/0 8cc £0.18; 20cc  
73/1 £0.33; 28cc 73/2 £0.42; 36cc  
£0.55; 125cc 73/5 £0.80  
smelling salts 79 £0.20  
soap toilet (3) 70/B £0.48  
bath (3) 70½B £0.81  
talcum 73F £0.35  
Philipa  
lacquer 28cc £0.04; 50cc £0.06  
remover shampoo £0.07  
Phul Nana  
cachous £0.06  
perfume 5cc £0.27; 9cc £0.49  
White Fire  
bath cubes (6) 605 £0.33  
bath dusting powder 606 £0.70  
beauty soap (3) 604 £0.46  
bubble bath oil 610 £0.43  
Cologne stick 615 £0.36  
cream perfume 616 £0.60  
deodorant roll-on 619 £0.35  
eau de toilette 603 £0.52  
hand lotion 612 £0.36  
perfume 3cc 602 £0.42; 6cc 601  
£0.80; 12cc 600 £1.50  
talcum 608 £0.39

# **DR HAIR'S PROPRIETARIES LTD** asthma remedy 4oz £0.20 8oz £0.35

## **INNOXA (ENGLAND) LTD**

astringent £0.73  
barrier cream 71 £0.34  
clean face with amalene £0.37  
cleansing cream £0.73  
cleansing milk £0.73; £1.26  
complexion milk 41 £0.58  
cool hands £0.53  
coverstick 41 £0.68  
cream powder 41 £0.58  
puff £0.58  
cream satin £0.58  
cuticle remover £0.48  
deodorant spray 41 £0.58  
eyebrow pencil £0.27  
eye liner cake £0.44  
with brush £0.68  
eye liner liquid £0.44  
with brush £0.65  
eye make-up remover £0.34  
face powder £0.58  
foundation 41 £0.58  
Free & Easy roll-on £0.53  
Gingham  
body lotion £0.87  
dusting powder £0.97  
perfume atomiser £1.21  
refill £0.87  
toilet water £1.07  
aerosol £0.97  
hand cream £0.34  
lip barrier cream £0.37  
lip/eye brush £0.38  
lipstick jewelfast £0.38  
super £0.32  
lipstick No. 22 special £0.52  
liquid satin £0.53  
Living Peach  
body lotion £1.21  
cleansing cream £1.21  
lotion £1.21  
conditioning cream  
moisturising lotion £1.46  
tonic extra £1.12  
regular £1.12  
vitamin beauty mask £1.12  
mascara block £0.68  
master stroke mascara £0.73; refill  
£0.49  
matine foundation £0.58; £0.82  
moisturising milk 41 £0.58  
mousse foundation £0.58; £0.82  
nail enamel £0.38

frosted £0.49  
remover £0.39  
nail hardener £0.82  
non fatty cream 41 £0.58  
One & All £0.53  
overnight cream £0.58; £0.82  
satin bloom £0.58  
satin sheen £0.63  
Shadow Gleam eye shadow £0.46  
Shadow Soft eye shadow £0.44  
with applicator £0.68  
shampoo hair 41 £0.53  
skin 41 £0.58  
skin balm £0.58; £0.82  
skin freshener £0.73  
soap medicated 41 £0.27  
solution 41 £0.58  
Sunplay tan cream £0.49  
oil £0.49  
oil aerosol £0.92  
super vitaliser with amalene £1.21  
Tender Touch £0.73; £1.12  
throat cream with amalene £1.16  
tissue cream £0.58; £0.82  
vitaliser £1.60  
vitormone cream single £1.60; double  
£2.18  
white mask £0.68  
Keroderm £0.29  
Kerodex  
baby cream £0.29  
sun deflectant cream £0.39  
double seven £0.24  
Paris Mist  
bath cubes (6) £0.48; powder £0.98  
hand lotion £0.48  
skin perfume £0.45; £0.96  
soap £0.52  
talcum £0.44  
Toledo  
bath cubes (6) £0.48; powder £0.98  
hand lotion £0.48  
skin perfnme £0.45; £0.96  
soap £0.52  
talcum £0.44

## **INTEC PROPRIETARIES**

Endocil  
foundation cream £0.47  
hand care £0.33  
moisturising lotion £0.50; £0.85;  
tinted £0.50  
skin cleanser £0.61  
skin tonic £0.80  
Sun Care £0.61  
treatment cream £0.29; £0.46  
£0.93; £1.38  
Mendocil  
body talc £0.38  
shaving foam £0.49  
skin conditioner £0.61; £1.18  
splash Cologne £0.71  
Mistess £0.31

## **KIMBERLY-CLARK LTD**

Kleenex tissues boutique 3071 £0.11½  
for men 3725 £0.16  
handy 72 3303, 3253 £0.06½  
pocket pack 3121 £0.02  
Regular 100, 3007, 3232 £0.11;  
150, 3011, 3070, 3209, 3273 £0.14  
Kotex sanitary towels size 0 10  
£0.12½; size 1 5 £0.06½; 12 £0.15;  
size 2 12 £0.17½  
New Freedom panties £0.39  
towels 12 £0.15

## **H. & T. KIRBY & CO LTD**

Anaderm ointment £0.25; tablets  
£0.35  
Baby Safe steriliser £3.50  
bronchial balsam £0.24; £0.39  
cherrybark linctus £0.19  
Finifume tablets £0.60  
Herpex £0.25  
hormone hair tonic £0.75  
iron & yeast tablets £0.25  
junior balsam £0.10  
Kortex £0.25  
metholated balsam £0.25  
mouth ulcer tablets £0.20  
Nocold £0.21  
Nostroline £0.20  
Otex £0.25  
Toothex £0.25  
Tus £0.25  
white horse oils £0.19  
**LEICHNER (LONDON) LTD**  
astrlrgent lotion £0.44

blending powder large £0.49  
blood stage £0.50  
blood, liquid bottle £0.50  
blood capsules (6) £0.30  
casualty putty £0.35  
colour film make-up £0.50  
creative brushes No. 1 £0.24; No. 3  
£0.24; No. 4 £0.29; No. 7 £0.39  
crepe hair £0.25  
eau de lys liquid powder £0.58  
gold and silver £1.46  
eyebrow brush £0.19  
eyeliner brush £0.18  
false eyelashes £0.57  
fine sable brush £0.40  
form C—standard stick £0.29  
form G—short liner £0.19  
hair powder £0.39  
island tan suntan make-up £0.44  
Kamera Klear  
cheek tint £0.54  
cream powder £0.38  
eyebrow pencil £0.19  
eye liner £0.38  
eye shadow cream £0.54  
stick £0.38  
face powder £0.44  
face shaper £0.54  
glowlighters £0.53  
glow tone £0.78  
lipstick £0.38  
make-up stick £0.53  
mascara brush-on £0.38  
tinted foundation £0.64  
tube £0.43  
make-up box No. 6 £1.75; No. 10  
£4.50  
make-up chart £0.04; set of 16 £0.55  
negro black £0.39  
pencil in wood 46/2 £0.15; 46 £0.20  
pencil in paper 78 £0.20  
P.G. fixative £0.15  
professional make-up kit £5.09;  
container £1.75  
removing cream £0.49  
"spot-lite" "klear"  
make-up £0.49  
gold and silver £0.87  
spirit gum mastic 165 £0.39  
remover £0.38  
tan "klear" £0.44  
tooth enamel £0.39  
black £0.40  
white frothing capsules (6) £0.30

## **MORNY LTD**

Morny  
after bath Cologne 22352 £0.99;  
22362 £1.76  
bath foam 22561 £0.68  
bath salts tablets 6 24506 £0.38  
Beauty Bath  
foam 22528 £0.22, 24 £5.28;  
22531 £0.73  
oil 22581 £1.19  
dusting powder 27350 £0.99  
with puff 27310 £1.15  
eau de toilette 22301 £0.66; 22341  
£0.96  
Fantasy  
bath foam £0.37  
eau de toilette £0.71  
hand cream £0.43  
perfume £0.84; roller £0.81  
spray mist £0.81  
hand cream perfumed 22450 £0.43  
Liberty  
bath foam £0.73  
perfume £0.84  
spray mist £0.81  
roller perfume £0.81  
soap toilet (1) £0.15  
bath (1) £0.25  
traveller £0.30  
talcum £0.37  
overnighter 22980 £1.00  
perfumes 22191 £0.84  
soap  
toilet (3) £0.45  
bath (2) £0.50; (3) £0.75  
spray mist 22171 £0.81  
talcum polystyrene 27630 £0.37  
Parsley soap (2) £0.48  
talc £0.34  
Rupert soap (2) £0.48  
talc £0.34

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(Phenylbutazone B.P.)	200 mg. . . . .	£0.40	£0.78	£1.51
<b>IA-LOXIN</b> .....	250 mg. . . . .	£1.49	£2.87	£5.63
(Oxytetracycline B.P.)				
<b>IA-PEN</b> .....	125 mg. . . . .	£0.95	£1.80	£3.50
(Penicillin V. B.P.)	250 mg. . . . .	£1.83	£3.55	£7.00
<b>IA-PRAM</b> .....	25 mg. . . . .	£0.77	£1.44	£2.77
(Imipramine B.P.)				
<b>IN-SONE</b> .....	1 mg. . . . .	£0.20	£0.35	£0.67
(Prednisone B.P.)	5 mg. . . . .	£0.58	£1.13	£2.22
<b>DEMOCRACIN</b> .....	250 mg. . . . .	£1.95	£3.80	£7.50
(Tetracycline B.P.)				



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**1007 Flask Decanter** in new lace decorated styling. Has excellent presentation for bathroom decor. Pink, Green, Golden Yellow. **90p each.**

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**407 "Snooker Soaps"**. The red balls fashioned from fine quality toilet soap are presented in this reproduction of a snooker table. **63p each.**

**1010 Snow Queen—Ski Girl.** Luxury presentation in window box. In bright colours of Pink, Yellow, Blue. Contains fragrant bubble bath. **90p each.**

**1050** An elegantly styled fluted glass decanter with metallised ornamental fitting. Holds fragrant cologne/lavender. **90p each.**

**107 Apothecary Jar** in iridescent colours—pink, blue, amber. Containing bubble bath powder. Attractively finished with gold label and satin bow. **60p each.**

**1070** Richly perfumed floral pomanders in bright colours hold long lasting fragrance pellets. Hangs in wardrobes with the velvet ribbon. Individually boxed. Assorted colours. **50p each.**

**1042 Little Miss "Bathtime"**. For her very own use. Talcum powder, bath cubes, bubble bath, toilet soap. In a young, modern fragrance. **65p each.**

**933 Sitting Doll.** Elegant plastic container with sitting or lying doll on the lid. Containing perfumed bubble bath powder in assorted colours. **53p each.**

**402 Aquarium—3 Sea Horses.** Brightly coloured in green and orange. A companion gift with the Sea Turtles. Again in fine quality toilet soap. **28p each.**

**401 Aquarium—3 Sea Turtles** in an attractive nautical presentation fashioned in these delightful shapes from fine quality toilet soap. **28p each.**

**300 Hector's House.** The three characters, Kiki, Zaza, Hector from the B.B.C. T.V. children's range of programmes. **19p each.**

**1003 "Groundhog"**. A replica of the Dunlop Character. Brightly coloured containers hold generous supply of bubble bath. Individually boxed. **45p each—Also in soap. 30p each.**

**95 "Shades of Pink"** gift set. Containing matching talc, toilet soap and bath cubes in delightful fragrance. **50p each.**

**89 Poodles** in pink and white with contrasting colourful ribbons and bows. The body holds luxurious bubble bath. **80p each.**

**19A Standard six bath size** in window presentation pack. **40p each—3 bath size. 23p each.**

**1001 Trio pack.** Three miniatures of bubble bath in a brand new pack. Ideally priced. Attractive gift. **39p each.**



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1. Purple and gold sleeves for Elnett 1  
Satin aerosols 300 g (£0.90) and 145 g  
(£0.56). Available in "normal" and "extra"  
formulas. **Golden.**

2. Santa's sledge with six travel size bottles  
of bubble bath with a tinsel trim. (£1.25).  
**Bronnley.**

3. Carnation coffret by Roger Gallet  
(£1.38). **Gallet.**

4. Herb soap with face flannel (£1.00).  
There is a choice of camomile, marjoram or  
rosemary fragrances. **Bronnley.**

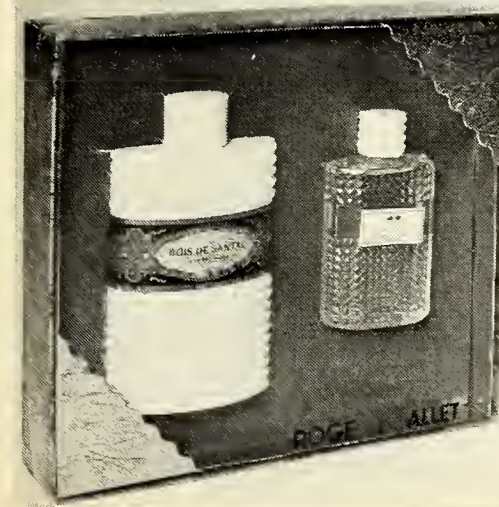
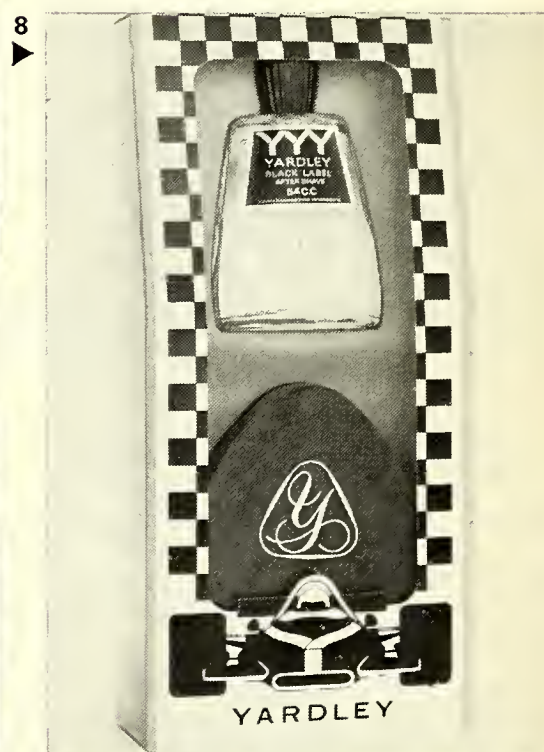
5. Bubble bath 5oz, and hand and body  
lotion 5oz, available in lemon, verbenä,  
English fern and lavender fragrances  
(£0.87). **Bronnley.**

6. Sandalwood talc and Cologne (£1.35)  
Both containers have the distinctive dia-  
mond faceted design. **Gallet.**

7. Wild fern talc and soap, the latest  
Yardley fragrance talc and soap packs are  
available in all twelve fragrances. The packs  
come in attractive greens, oranges, yellows,  
pinks and mauves (from £0.60). **Yardley.**

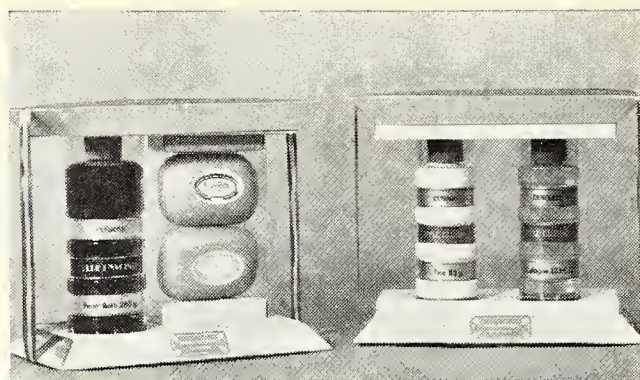
8. A hint of BRM. Yardley go sporty in their  
Christmas packs this year and one of the  
interesting combinations of Yardley after  
shave and soaps is to be seen in this  
motor racing pack. Black Label after shave  
and soap (£1.21). **Yardley.**

9. Glass sea horse filled with Sea Jade  
Cologne (£0.77). **Yardley.**





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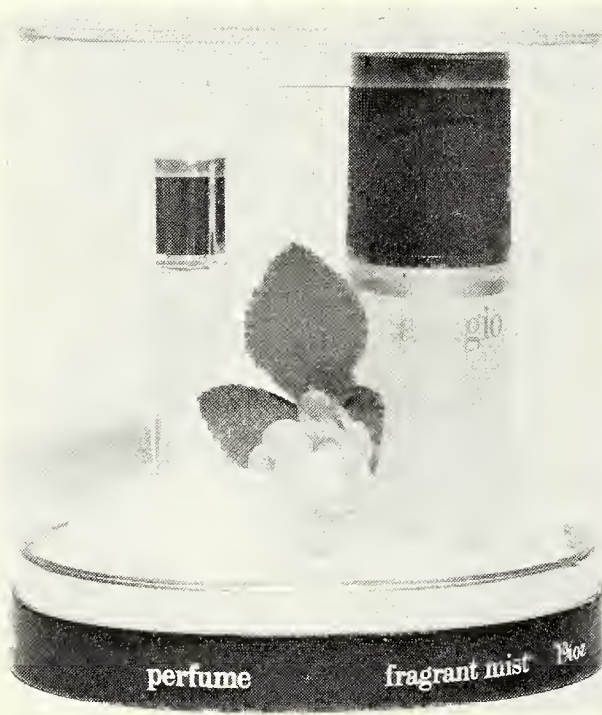
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1. Tweed talc, perfume and hand lotion (£2.79). **Lentheric.**

2. Left, Heavenly Blue bath foam and soaps (£1), right, Apple Blossom talc and Cologne (£1). **Cussons.**

3. Galaxy of cosmetics in transparent hexagon £(6.81). **Gray.**

4. Hand and body lotion with bath cubes (£0.97). **Gray.**

5. Adagio perfume and fragrant mist (£1.95). **Sands.**

6. Personality turtle oil soap and hand cream No. C15 (£0.36). **R & A.**

7. Gift cartons of Fenjal. **S & B.**

8. Casket with complete Affair bath range together with perfume (£3.40). **Gala.**

9. Vogue ladies brush and comb set No. 2748. Vogue gift set with massage brush, hair brush, nail brush etc. No. 2650. **Laughton.**

10. Bubble bottles from Andre Philippe, Cologne No. 38 (£0.28) and bubble bath No. 25 (£0.28). **Philippe.**



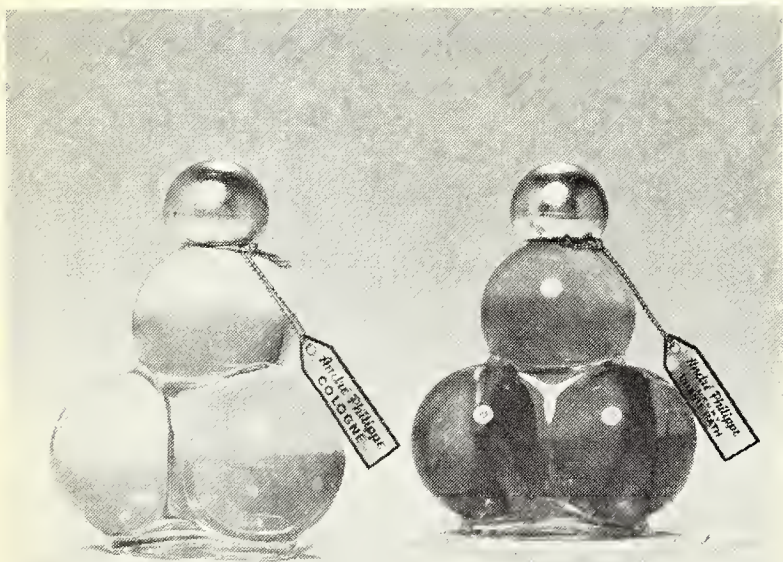
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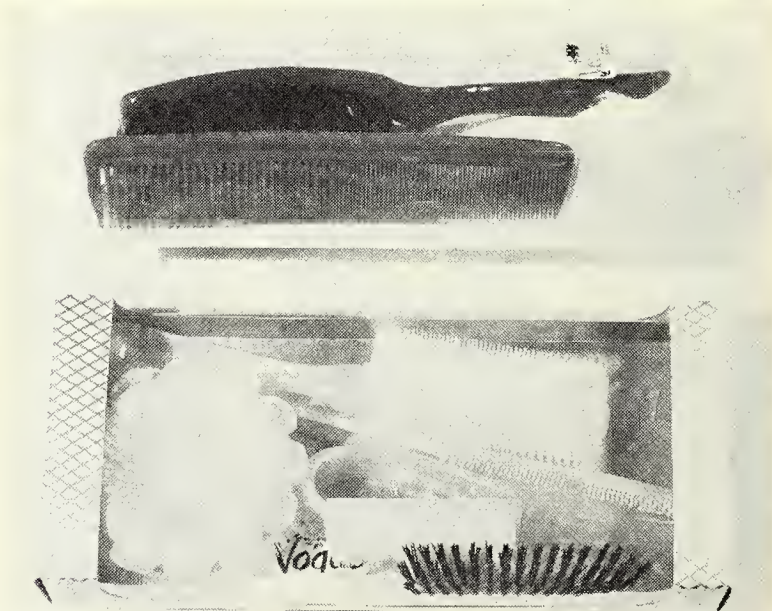
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1. Liberty spray, soap, talc and bath foam No. 47109 (£2.34). **Morny.**

2. French Fern, soap, Cologne and bath cubes, No. 47103 (£0.64). **Morny.**

3. Centaur after shave and talc, No. 57101 2 (£2.43). **Lentheric.**

4. Left, Tabac eau de Cologne 47 cc and after shave 47 cc, No. 2 (£1.50), centre, after shave, eau de Cologne and deodorant talc, No. 1 (£3.10), right, eau de Cologne 90 cc and after shave 90 cc, No. 3 (£2.30). **Eylure.**

5. Pub Cologne in blue leatherette case (£1.15). **Revlon.**

6. Onyx after shave and bath talc, No. 56103 (£2.16). **Lentheric.**

7. Rosedale Whistle bubble bath novelty, No. 209H. (£0.34). **F & J.**

8. Rosedale Bubble bath sachets, No. 211J (£0.29). **F & J.**

9. Italian glass tankard filled with Rosedale beer shampoo, No. 2101 (£0.53). **F & J.**

10. 4711 Eau de Cologne and soap-on-a-rope (£2.38). **S & B.**

11. Flow On in assorted packs for the Christmas tree (£0.33½). **S & B.**



4



10



5

6



11



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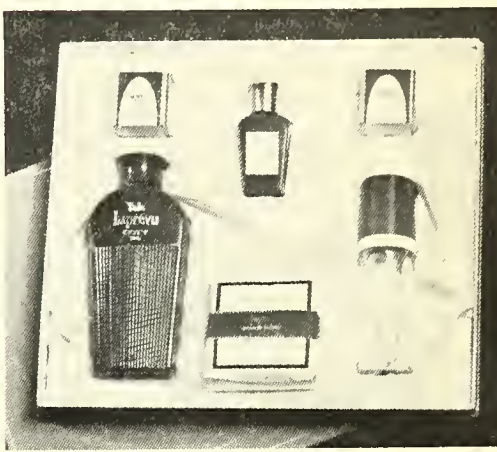
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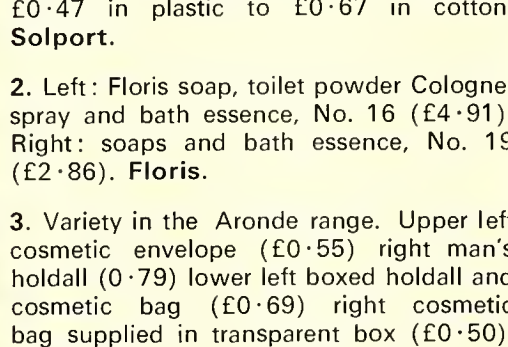
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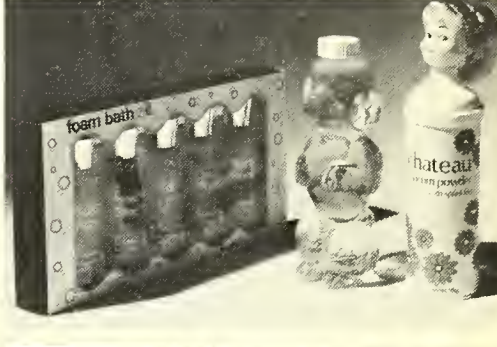
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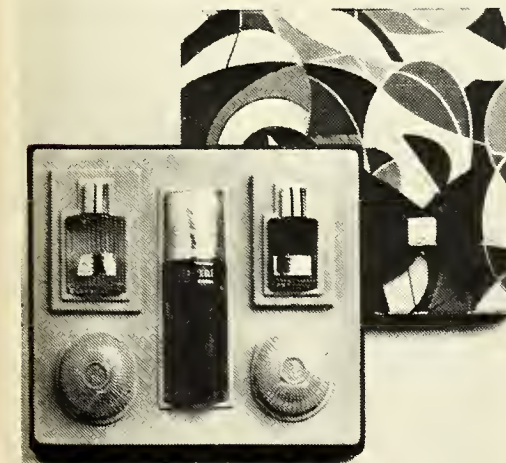
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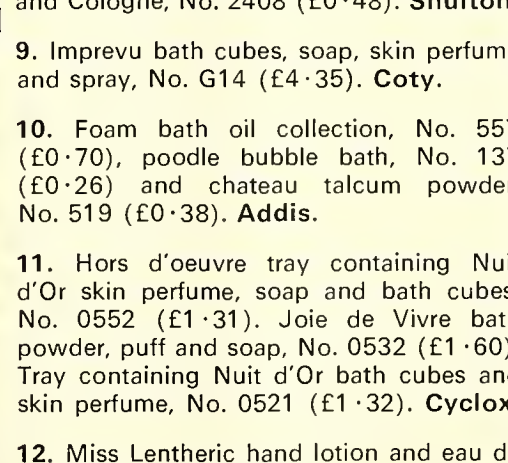
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12



1. Holdalls from the gold box Portia series in two sizes—large ranging from £0.75 in plastic to £1.20 in nylon; small range from £0.47 in plastic to £0.67 in cotton. Solport.

2. Left: Floris soap, toilet powder Cologne, spray and bath essence, No. 16 (£4.91). Right: soaps and bath essence, No. 19 (£2.86). Floris.

3. Variety in the Aronde range. Upper left cosmetic envelope (£0.55) right man's holdall (0.79) lower left boxed holdall and cosmetic bag (£0.69) right cosmetic bag supplied in transparent box (£0.50). Columbia.

4. Left, Masumi talc, soap, bath cubes and perfume (£3.00), right, L'Amant talc and Cologne (£1.60). Coty.

5. Travellette gift set of sachet lotion, bath oil, soap and spray mist (£2.88). Potter & Moore.

6. Little Miss bath time set (£0.63). Sorelle.

7. Intimate bath oil, eau de toilette, spray mist and soaps (£3.48). Revlon.

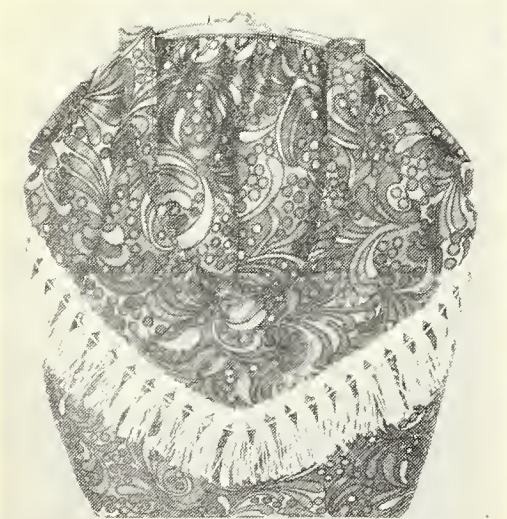
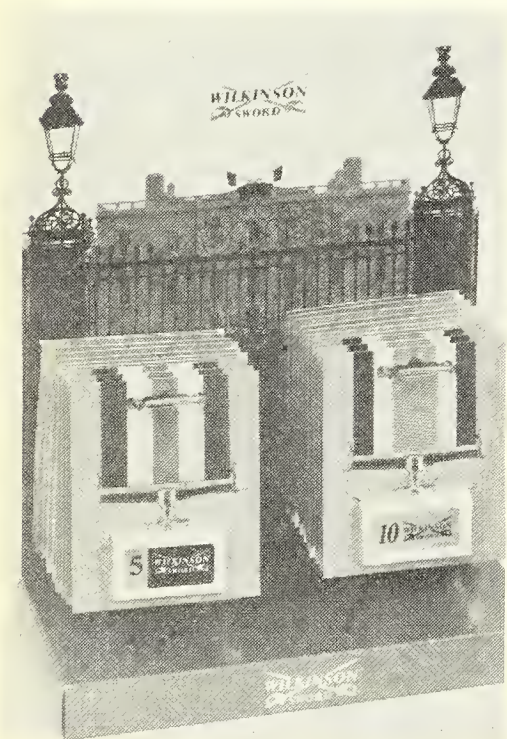
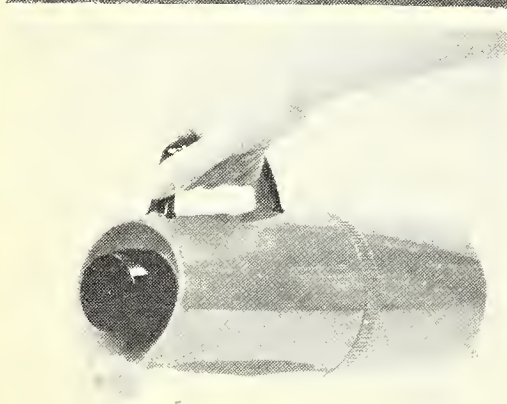
8. Left, Desert Flower talc, hand and body lotion and Cologne No. 6120 (£0.65), right, Desert Flower hand and body lotion and Cologne, No. 2408 (£0.48). Shulton.

9. Imprevu bath cubes, soap, skin perfume and spray, No. G14 (£4.35). Coty.

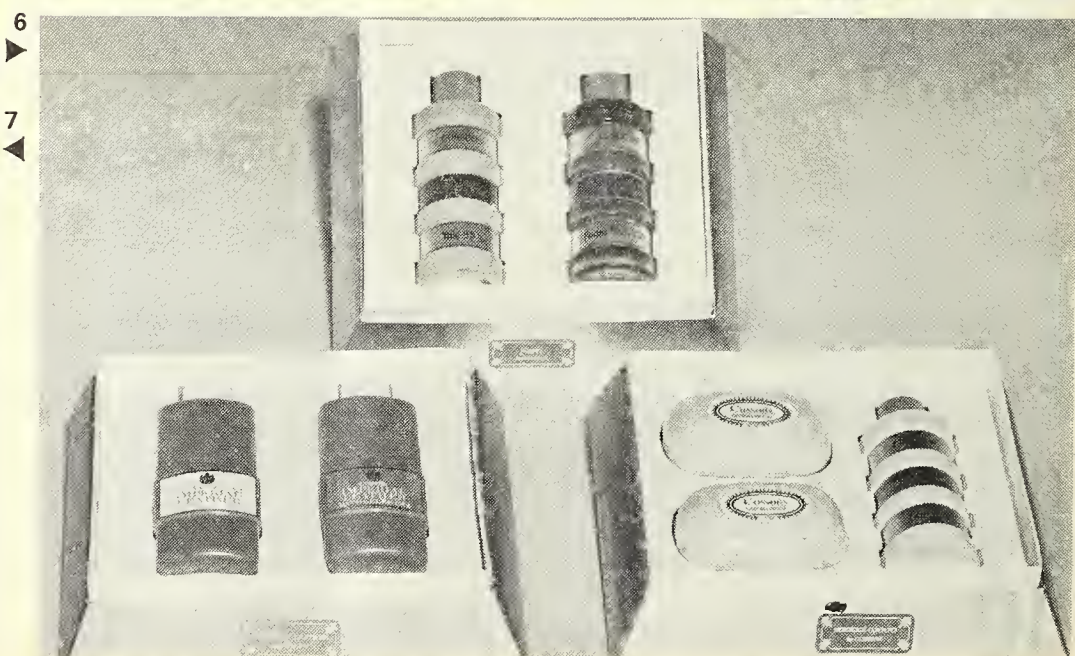
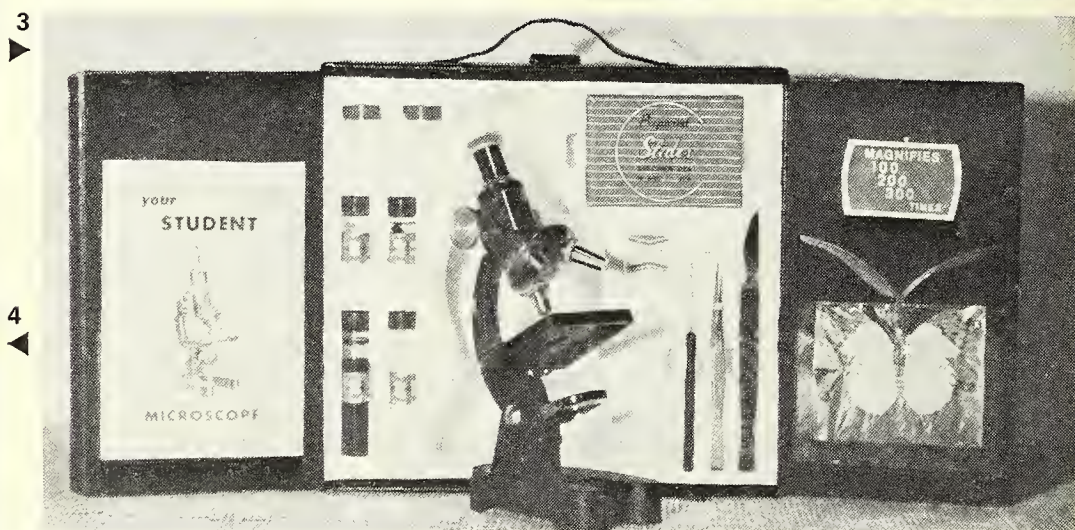
10. Foam bath oil collection, No. 557 (£0.70), poodle bubble bath, No. 137 (£0.26) and chateau talcum powder, No. 519 (£0.38). Addis.

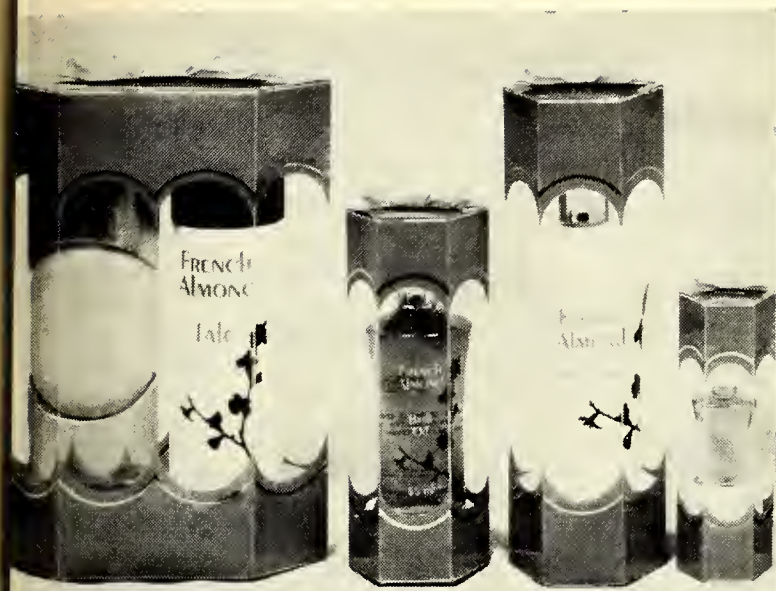
11. Hors d'oeuvre tray containing Nuit d'Or skin perfume, soap and bath cubes, No. 0552 (£1.31). Joie de Vivre bath powder, puff and soap, No. 0532 (£1.60), Tray containing Nuit d'Or bath cubes and skin perfume, No. 0521 (£1.32). Cyclox.

12. Miss Lenthéric hand lotion and eau de toilette (£1.20). Lenthéric.



1. Foamy range with the Christmas bauble design. **Gillette.**
2. Thermos jug with "pour through" stopper in 16 fl oz. No. 71 (£1.47) and 36 fl oz. No. 71 Q (£1.87). **Thermos.**
3. Student's microscope set (£5.25). **Highgate.**
4. 5- and 10-blade dispensers **Wilkinson.**
5. Imperial Leather after shave, lather cream and brilliantine (£0.73). **Cussons.**
6. Fern talc and foam bath (£0.75), talc and bath gelee (£0.68), Sandalwood soap and talc (£0.75). **Cussons.**
7. From the Castlecraft range (£1.87). **Jackel.**
8. A Ladyshave and twelve appliances for use on face, body and nails (£12.60). **Philips.**
9. Essence of Chantilly and dusting powder (£2.60). **Houbigant.**





1

Roberts Windsor talc and soap (£0.58), bath oil (£0.75), and cream (£0.52) and small perfume (£0.80). All in their special angular window packs. Eylure

Three Fontaine soaps (£0.58). In sweet fern, dianthus and orange blossom fragrances and nestled in a transparent pack. R & A

Mitsouko the best-known of the Guerlain fragrances (£3.90-20.00). Guerlain

Electric hairbrush with two sets of detachable brushes, one soft, the other harder. (£5.05). Finished in almond green and white with a matching case. Philips



2



3



4

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- Addis = Addis Ltd, Hertford, Herts.  
 Arden = Elizabeth Arden Ltd, 76 Grosvenor Street, London W1A 2AE  
 Bronnley = H. Bronnley & Co Ltd, 10 Conduit Street, London W.1.  
 Columbia = Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight.  
 Coty = Coty Ltd, 3 Stratford Place, London, W1N 9AE.  
 Culmak = Culmak Ltd, Culmak House, Woodbridge, Suffolk.  
 Cussons = Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL.  
 Cyclax = Cyclax Ltd, 65 South Molton Street, London, W1Y 2BS.  
 Eylure = Eylure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cumbrian, Mons.  
 F & J = Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex.  
 Factor = Max Factor Ltd, 16 Old Bond Street, London, W1X 4BP.  
 Floris = Floris, 89 Jermyn Street, London, S.W.1.  
 Gala = Gala Cosmetic Group Ltd, Surbiton, Surrey.  
 Gallet = Roger & Gallet Ltd, 17 Lettice Street, London S.W.6.  
 Gillette = Gillette Industries Ltd, Great West Road, Isleworth, Middx.  
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 Goya = Goya, D. R. Collins Ltd, 161 New Bond Street, London W.1.  
 Gray = Dorothy Gray, 45 Conduit Street, London W1R 0DT.  
 Grosvenor = Grosvenor Perfumery Co Ltd, 71 Gloucester Road, Croydon CR9 2XN.  
 Guerlain = Guerlain Ltd, 22 Aintree Road, Perivale, Greenford, Middx.  
 Highgate = Highgate Optical Manufacturing Co, 184 Great Portland Street, London W.1.  
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 Jackel = Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.  
 Laughton = Laughton & Sons Ltd, Warstock Road, Birmingham B14 4RT.  
 Lenthéric = Lenthéric Ltd, 17 Old Bond Street, London W.1.  
 Morny = Morny Ltd, 4 Miles Gray Road, Basildon, Essex.  
 Norton = M & R Norton Ltd, 155 Merton Road, London S.W.18.  
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 Philippe = Andre Philippe Ltd, 71 Gowan Avenue, Fulham, London S.W.6.  
 Revlon = Revlon International Corporation, 86 Brook Street, London W.1.  
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 R & A = Richards & Appleby Ltd, Derby Street, Ormskirk, Lancs.  
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 Shulton = Shulton (Great Britain) Ltd, 100 Brompton Road, London S.W.3.  
 Solport = Solport Brothers Ltd, Portia House, Goring Street, Goring by Sea, Sussex.  
 Sorelle = Jean Sorelle Ltd, 111 Great Portland Street, London W1N 5FA.  
 Taylor = Taylor of London, 166 Sloane Street, London S.W.1.  
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# PROFESSIONAL NEWS

## 'Urgent' endorsement by pharmacists approved

The Central NHS (Chemist Contractors) Committee has accepted an offer by the Department of Health to pay an "urgent" fee on prescriptions dispensed between midnight and normal opening time, provided the pharmacist endorses "dispensed urgently at . . . a.m."

The Committee expressed dissatisfaction with the offer at its July meeting, but agreed to it because it establishes the principle that a pharmacist's endorsement (in the absence of a doctor's) can be accepted by the pricing bureaux as a basis for payment.

Further representations will be made to press the Committee's view that the appropriate "urgent" fee should be applied to all prescriptions presented and dispensed outside normal business hours.

It was confirmed that 210 pharmacies, selected statistically to be representative of all chemist contractors in England and Wales, would be used in the sample for the forthcoming inquiry on the discounting of net ingredient costs. A similar number of pharmacies would be used in the container costs inquiry scheduled for the autumn.

It was noted that an ECN was being sent to doctors stressing that it was part of their terms of service to issue separate prescription forms for each patient. The ECN would draw attention to the loss of pharmacists' professional fees when doctors issued prescriptions covering several members of a household. It was agreed that arrangements would be made for copies of the wording of the ECN to be available to pharmacists for local use where necessary.

The Committee discussed the ruling that prevents pricing bureaux from transferring to the correct bundle, non-exempt prescriptions, which have been inadvertently sorted into the "exempt" bundle by the pharmacist. Because of legal reasons this ruling was unlikely to be altered, and the Committee therefore agreed to ask the Department to instruct bureaux to return such prescriptions to the pharmacist for re-submission. The importance of correct sorting of EC10 forms would be re-emphasised in the *NHS Newsletter*.

It was reported that agreement had been reached with the Department that a second collection allowance would be paid to pharmacists where a first journey to collect dispensed oxygen equipment proved abortive. The Committee discussed at length the report of the meeting between its representatives and officers of the Department of Health held earlier in the month. As a result of the discussion it was decided to re-submit the Committee's claim for an increase in the on-cost allowance.

The Committee decided to reject as unacceptable the Department's revised offer of increases in oxygen service remuneration, and to re-submit a further claim immediately.

The latest available prescription figures provided the following information:

	Feb 1971	Feb 1970
Total number of prescriptions	22,446,045	20,846,410
Total cost	£15,945,036	£13,545,896
Average total cost per prescription	71.04p	65p
Average on-cost (after discounting)	3.96p	4.02p
Average fee	14.92p	12.44p
	Mar 1971	Mar 1970
Total number of prescriptions	26,122,723	22,148,012
Total cost	£18,866,404	£14,441,924
Average total cost per prescription	72.22p	65.21p
Average on-cost (after discounting)	3.91p	3.97p
Average fee	14.92p	12.45p

## Society attacks plans for new NHS structure

Government proposals for professional representation on area health authorities under a re-organised Health Service administrative structure, are being strongly opposed by the Pharmaceutical Society of Great Britain.

In its comments on the Secretary for Social Services' "consultative document" (*C&D*, May 22, p 625), the Society can see no reason why the authorities should not be constituted on a representational basis. The 1970 Green Paper proposed that one-third of the membership of area authorities should be appointed by the health professions, but the Government's latest proposals foresee a 14-member body with only the medical and nursing professions being guaranteed a place. This, says the Society, represents the worst possible compromise between the 1968 and the 1970 proposals.

The Society argues that the authorities need the "first hand" views of the professions — and what holds good for two professions must equally apply to the other main health professions. It is suggested that the structure of the authorities should be defined in the same way as that of the Medicines Commission, so that the "main professional activities" to be represented would be laid down.

If against these arguments there is a decision against all professions being represented, the Society urges that all should be treated equally — with none having direct representation.

Turning to proposals for professional advisory machinery, the Society calls for

full details to be published in the forthcoming White Paper.

The staffing of a regional authority, it says, should include a chief regional pharmaceutical officer with overall responsibility for the administration of pharmaceutical services in the region. "The appointment should be open to all pharmacists with the necessary qualifications and administrative ability and should not be restricted to a pharmacist from any particular field of pharmacy practice."

"The chief regional pharmaceutical officer (CRPO) should have direct access to the regional authority on matters closely concerning his profession. His staff would include a pharmacist responsible, through the CRPO, for the overall administration of the hospital pharmaceutical service in the region. This would be the regional pharmacist recommended in the Noel Hall report."

Similarly there would be a chief area pharmaceutical officer, "a post quite separate and distinct from the area pharmacist post recommended in the Noel Hall report." The regional pharmaceutical committee, the Society states, should be appointed by and from the members of area pharmaceutical committees elected in areas within the region to ensure that broadly based pharmaceutical advice is available to the regional authority.

The Society feels that if there is to be no professional representation on the area health authorities, then the advice submitted by the professional committees should be made public. The Society is also strongly in favour of direct representation of the public on the authorities, and wants suitable arrangements to be made for public consultation before decisions are made — the conditions for such consultation should be laid down, it is suggested.

There is a warm welcome for the setting up of a committee to administer the the contracts of "family practitioners" (including pharmacists), and the proposal that their composition should be like that of the existing Executive Councils. However, the Society wants the opportunity to be taken to give pharmacy parity in representation with dentistry.

It is considered that professional advisory committees should be linked to the area authority rather than the family practitioner services committee, so that there can be greater co-ordination between hospitals and general practitioner services.

Because of the emphasis placed on management expertise in the consultative document, the Society proposes that management courses should be designed to assist practitioners to compete for administrative posts at central, regional and area levels. "This would ensure that professional managerial posts within the service could, to the benefit of the service, be filled by members of the professions who have had wide experience of practice and up-to-date knowledge of professional and technical progress."

The special arrangements proposed to allow medical and dental teaching hospitals to play a "fully integrated role" in the service, should be extended to recognise pharmaceutical teaching in a district in which there is a school of pharmacy.

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Better for Baby's skin.

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10 Victoria Street, Liverpool 2.  
Tel: CENTral 5272

# COMMENT

## The price of 'NP'

What is it worth for a pharmacist to label a dispensed medicine with the name of the contents? Should it be a function he performs for nothing, out of a sense of duty to the public? Should he be recompensed just for his time? Or should he charge, or be paid, for having carried out a professional act?

No professional man gives his services away — except in special circumstances on humanitarian grounds — and the question therefore must be one of "piece work" or "fee." That is where the North-east London Pharmaceutical Committee has fallen out with the Central NHS (Chemist Contractors) Committee (see p 208) because they say the amount claimed for "NP" labelling is obviously related to a "time and motion" study rather than to payment for a professional activity properly performed.

Such a difference of opinion would never arise if the time element played a less important part in determining the amount of money to be distributed through the professional fee. It will be recalled that the North-east London Committee has long argued against this principle — it's "tripartite" plan for the NHS contract had as its central point a minimum professional remuneration based on provision of a service for a contractual number of hours each week.

Whether this is feasible is something Sir Hugh Linstead's working party will have had to consider, but we hope they will find it possible to recommend a method of payment that is more professional in character than the present arrangement.

## Affecting public safety

In other professions, the expert is paid his due — whether by the taxpayer or the client — on the understanding that the best possible service will be rendered. Yet pharmacy is faced with the prospect of creating its own bad publicity because a professional decision, arrived at in the interests of public safety, is not implemented because of the usual squabbles over halfpennies—even new ones!

We fully support North-east London's contention that the remuneration for "NP" should reflect more than the time element. Every professional act involves the exercise of a professional skill and puts a professional reputation at risk; it should be paid for accordingly. But pricing at this level of minutiae, be it a matter of 0.1p, 0.5p or 2.5p, is degrading.

Sir Hugh's working party would indeed perform a service to pharmacy if it pointed the way to an end of such haggling. No aspect of contractors' remuneration is more calculated to create resentment to the pharmacist.

# LETTERS

## Pistol shooting

Would any pharmacist interested in participating in an individual, postal small-bore pistol competition please contact me at the address below. Those intending to take part should be members of a rifle or pistol club affiliated to the NSRA and should give details of their current average etc.

P. W. Young,  
26 West Mount,  
Orrell, Wigan, Lancs.

## Pharmacy and EEC

I regret that I have only belatedly had the opportunity of reading the article in your issue of July 17 (page 86) indicating how the Common Market entry would affect pharmacy in the United Kingdom.

Although extremely useful and timely, I feel sure that you would be among the first to admit that in the space available it would not be possible to indicate the full implications of such entry.

It is for this reason that the South-east England Region of the Pharmaceutical Society have arranged a conference at Hastings to take place on Sunday October 24 indicating in greater detail the effects on pharmacy of admission to the EEC. It is hoped not only to have prominent speakers on the subject from the UK, but

also representatives from British Pharmacists who have, or who are now practising within the Common Market countries.

Further details will be circulated in due course but we feel certain that members who are able to reach Hastings on that day would wish to make an early note in their diaries of this forthcoming event.

I. Benjamin,  
Press Officer, South-east Region

## Something gained?

I feel I should write you about your rather curious Comment "Something gained" (August 7, p 165). First of all you claim that a great deal of credit is due to the Guild negotiators for achieving what they did in the present climate. May I say that an 8 per cent cost-of-living settlement seems to be about the minimum anybody is getting.

You then go on to say: "generally speaking there is little immediate advantage" but you conclude by stating: "What is necessary is as rapid implementation as possible, so that the benefits do not evaporate before the hospital pharmaceutical service can take full advantage of them." George Orwell must have turned over at such an outstanding example of double think.

You say in the middle of the piece: "Where the advantage lies is in promotion. The Noel Hall structure has created an estimated 120-140 new posts. As these positions are filled vacancies will be created. . . . This upward movement is a great breath of fresh air. . . ."

Such poetic licence! It is by no means certain that these posts will be filled from

hospital pharmacists at present in post, and even if they were it is by no means certain that they will be in addition to existing posts. I would not be in the least surprised if the area pharmacists were not expected to carry out their duties *in addition* to their present duties, with, perhaps, an extra junior technician.

It remains to be seen how many actual vacancies within the service will be created, but it might very well be somewhere about half of the figures you quote and I would hardly describe sixty or seventy vacancies, with a concurrent "slimming down" process of dilution, integration and demotion as a "great breath of fresh air" for the 1,500 or so pharmacists involved.

The Noel Hall scheme has the germ of great potential within it but not without eternal vigilance by the rank and file.

J. Fogg  
Rhyl

[That "advantage" must have been even more ephemeral than we foresaw! What we suggested, however, was that in the short term, few pharmacists would derive extra "spending power" from the salary increase. If, therefore, capital is not made quickly on the advantages inherent in Noel Hall implementation, the pharmaceutical service might deteriorate to a point at which there was no experienced core from which the senior positions could be filled.—Editor.]

## Appreciated

Many thanks for all those new retail prices — an excellent service.

Loiner

# AN INDEPENDENT PHARMACY 'GOES SELF-SERVICE'



The old order changeth. Above: the modern shopfront of the Spackman & McKenzie pharmacy at 58 High Street, Daventry, Northants, and, below, the facade of the vacated premises at 63 High Street. The notice on the door advises customers of the move



Self-service has been introduced to the old-established pharmacy business of Spackman & McKenzie (Daventry) Ltd, High Street, Daventry, Northants.

The proprietor Mr Dudley Taylor, MPS, who purchased the business in 1967, states that Daventry is a developing town and it was found that the existing premises were becoming quite inadequate for the potential of the locality, so, when a larger unit—25 ft wide by 140 ft deep—became available immediately opposite, this was acquired.

After consulting Fyne Storefitters Ltd, of Hertford, it was decided to open a "supermarket" pharmacy, with self-service as the key.

Shopping baskets and trolleys are provided with two check-out points. The only other point of sale is at the medicines counter. In a space of four months the shop turnover has trebled and prescriptions, too, are showing a small increase on 1970.

## Staff savings

With rising costs and high rates and expenses in most pharmacies eating into the net profit, Mr Taylor believes that a self-service operation points to the future, even in private pharmacy, as the staff required is only 65 per cent of that needed for a similar turnover in a traditional type of business.

He comments: "The customers have paid many compliments on the spacious and attractive design and the turnover is rising so rapidly that consideration is already being given to extending the depth of the pharmacy and introducing other products. A stationery and greetings card department has been brought in and is proving very popular.

To equip a large store also has the great advantage that long runs of shop-fitting units can be used, and the price for the whole contract as a result was surprisingly low. Of course, one of the major problems is pilferage and various steps have been taken to keep this to a minimum. Mirrors have been judiciously placed. The dispensary has been raised 12 in to give the qualified staff not only adequate supervision of the drug counter but a good view of the whole store."

The fittings used are of timber construction and are basically the same as those employed by Fyne Storefitters for orthodox pharmacy refits. They have, however, been specially adapted to the needs of self-service.



A general view from the entrance, looking towards the dispensary. Check-out point is in the right foreground



The dispensary provides a vantage point for the pharmacist's supervision of the entire shop area



The cosmetics and toiletries section. Note convex mirror at rear

# MARKET NEWS

## Riboflavine and vitamin C dearer

London, August 18: Vitamin C (ascorbic acid) was increased by £0.20-£0.24 per kg according to quantity during the week. Riboflavine also rose by £1.40-£1.60 kg.

Production of sulphuric acid by members of the National Sulphuric Acid Association in the second quarter at 875,150 tons was 9.9 per cent up on the second quarter of 1970. Sales at 937,611, which included imported and recovered acid, was up 2.2 per cent.

Among crude drugs, marginally easier were Curaçao aloes, buchu leaves, Costa Rican ipecacuanha, and turmeric. Mace was slightly dearer.

Difficulties in shipping coupled with dock strikes in the United States have played havoc with the shipping statistics for senna dispatched from the port of Tuticorin during July. There were no dispatches to the US or UK during the month but 115 tons of leaves went to European continental ports and also 78 tons of pods.

Trading in essential oils was again quiet although there were price changes here and there. Firm was bay with little or nothing offering from origin. Also dearer were birch tar, Ceylon cinnamon leaf, Chinese eucalyptus (for shipment), Florida orange and Chinese spearmint. Lemon-grass eased still further.

### Pharmaceutical chemicals

Ascorbic acid: £2.14 kg; 50-kg lots £2.04 kg.  
Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.  
Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg.  
Calcium carbonate: BP precipitated £47.50 per metric ton.  
Calcium sodium lactate: metric ton. £709 for 50-kg lots.  
Carotene: Suspension 20 per cent £16.73 kg.  
Guaiacol salicylate: £1.40 kg for 250-kg lots.  
Homatropine: (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.  
Phenolphthalein: 250-kg lots £0.94 kg.  
Piperazine: Under 50 kg per kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663 phosphate £1.02½.  
Riboflavine: BP. £14.16 kg; 25-kg lots £14.06.

### Crude drugs

Aloes: (metric ton) Cape primes £245; £230, cif, Curacao £800; £780, cif.  
Buchu: rounds £1.30 lb spot; shipment £1.25, cif.  
Chillies: Zanzibar £485 ton; Mombassa £460, cif.  
Ipecacuanha: Matto Grosso £3.15 lb spot; £3 cif. Costa Rican £2.95 spot, £2.85, cif.  
Mace: Grenada unassorted £0.37½ lb, cif.  
Pepper: Short, Sarawak white prompt shipment £465 cif.  
Pimento: Jamaican £880 ton spot.  
Senega: Canadian £1.60 spot and cif.  
Turmeric: Madras finger £170 ton; £130 cif.

### Essential and expressed oils

Bay: Spot £5.72 kg.  
Cinnamon: Ceylon leaf £1.59, cif; Seychelles leaf rectified £2.75; bark, English distilled £88.  
Orange: Sweet £0.54 kg spot; bitter £6.15.  
Peppermint: (Per kg) *Arvensis* Chinese £2.50 spot; £2.38, cif; Brazilian £2.20 spot; £2.18, cif. American *piperata* from £3.63-£4.10 as to source.  
Petitgrain: £3 kg; spot £2.35 kg, cif.  
Spearmint: American £4.25 kg; Chinese spot £3.87½ per kg; shipment £3.35 cif.

# Simpla Bedside Urine Drainage Bags

NEW PATENTED TAP ALLOWS EASY DRAINAGE  
2000 c.c. WITH ACCURATE GRADUATIONS  
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## Classified advertisements

### Situations vacant

#### CHIEF PHARMACIST HOME OFFICE, PRISON DEPARTMENT

Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Chief Pharmacist, Category III at Her Majesty's Prison, Pentonville. Previous hospital experience is not essential. Salary scale £1,786 to £2,372 plus £92 per annum environment allowance. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience. As the duties include supervision of certain other prison service establishments some travelling will be necessary. A five day week is worked. The annual leave allowance is four weeks rising to four weeks and three days after ten years' total service, plus six public holidays. Application form and further details obtainable from the Establishment Officer, Home Office, Prison Department, (R 10/10 VDC), Portland House, Stag Place, London, SW1.

#### Classified Advertisement Rates

Display: £4 per s.c.i. min. 1" s.c. (1" x 1 1/2"); 1/4 page (4 1/2" x 3 1/2") £36; 1/2 page (4 1/2" x 7") or (9" x 3 1/2") £58; 1 page (9 1/2" x 7") £98.

Screen: 100

Semi-Display: £3 per s.c.i. min. 1" s.c.

Lineage: 30p per line, min 5 lines @ £1.50

Box Numbers: 15p extra

Series Discounts: 5% discount on 3 insertions and over; 15% discount on 13 insertions and over

Headings: All advertisements appear under appropriate headings

Copy Date: 4 pm Tuesday prior to publication date; Advertisements should be prepaid

Publication Date: Every Saturday

Post to: John Thelwell, Classified Advertisements, Chemist & Druggist, Bouverie House, 154 Fleet St., London, EC4A 2DL

Telephone: 01-353 3212

Circulation: A.B.C. July/December 1970, 15,879

#### SALES MARKETING MANAGER

Applications are invited from persons suitably qualified for the above appointment. The successful applicant would be responsible to the Managing Director for controlling and motivating an already efficient sales force, concerned with increasing the supply of packed pharmaceutical products and bulk drugs and Galenicals to pharmacies throughout the country. Full personal details, educational standards obtained, and commercial experience should be given to

**Box No. 1802**

#### TABLET PRODUCTION SUPERVISOR

required for rapidly expanding department. Must have sound knowledge of tablet making and coating and be capable of assuming full responsibility for department.

**Butler Pharmaceuticals,**  
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REPRESENTATIVES for all areas required for Miracle Dot lens polisher calling on Retail Chemist (not multiples). Top commission rates. Give details of area covered: Miracle Dot Limited, 5 Wendell Road, London, W12 9RT. Phone 01-743 9353/4.

We are engaged in the highly-competitive marketing of surgical dressings and feminine hygiene and baby products, and now require a

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It is a position that can be filled only by a man or woman with the enthusiasm, initiative and drive that demonstrates above-average selling ability and successful experience in the consumer market.

The salary and conditions are commensurate with the responsibilities of the post and the progressive outlook of the company, and include a car and four weeks' holiday.

Apply in writing to: **Mrs. D. Bradley,**  
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**OF CHESTERFIELD**

Chesterfield, Derbyshire. Tel: 0246 2105 Telex: 54598

### Tenders

#### LIVERPOOL REGIONAL HOSPITAL BOARD

Tenders are invited for Pharmaceutical Supplies for the Regional Contract, period 1st December, 1971 to 30th November, 1972. Forms of Tender may be obtained from Mr. C. S. Carter, Area Supplies Officer, Clatterbridge Hospital, Bebington, Wirral, L63 4JV, to be returned in the envelope provided by 7th September, 1971.

Tenders will be sent to all firms who received them last year.

**D. T. Ferguson,**  
Regional Supplies Officer

#### TECHNICAL AND PRODUCTION ASSISTANT

required by tablet specialist in South London. Possession of special tableting skills would lead to immediate advancement.

Excellent conditions. Apply:

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**MEDICINE MANUFACTURER** wishes to obtain part of factory premises, approx. 20 yds. x 80 yds. for packing, or alternatively to contact pre-packers to take over product belt and work in on contract. Bullen Ltd, 36 Dale St., Liverpool 2.

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## Classified advertisements

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BOX No. 1805

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wanted by agent calling chemists and gift shops. Greater Birmingham area.

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required for already proven well known and exceptionally well presented cosmetic line. Men who have established connection in retail chemist and allied trade seeking a really fast moving product are invited to apply to break new ground in the following areas:

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Please reply giving details of territory covered Box No: 1797

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Basingstoke, Hampshire.  
Telephone: Basingstoke 5011

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#### WANTED

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Slips (gummed) 1½" x 2½" ... 39p  
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small and medium size batches. Experts in cosmetic and pharmaceutical lotions and liquids, creams and ointments.

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# Classified advertisements

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The Trade Marks set out below were assigned on the 22 March 1971 by UNILEVER LIMITED of Port Sunlight, Cheshire, to EVITAL S.p.A. of Viale Marconi 09100, Cagliari, Sardinia, Italy WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.

Registered No.	Trade Mark	Goods
533669	EVE	Perfumery (including toilet articles, preparations for the teeth and hair, and perfumed soap) but not including perfumes.
547551	EVE (label)	Perfumed toilet soap.
667213	EVE and device of a woman's head (label)	Toilet soaps, shampoos for the hair, non-medicated toilet preparations, cosmetic preparations, and dentifrices, but not including perfumes.
697686	EVE (label)	Soapless shampoos for the hair.

**THE TRADE MARK** No. B916920 consisting of the word **ABSORBEX** and registered in respect of incontinence pads and sanitary garments was assigned on 11th May, 1971 by Southalls (Birmingham) Limited of Charford Mills, Allum Rock Road, Saltley, Birmingham 8 to La Societe Laboratoire Roger Bellon of 159, Avenue Du Roule 92 Neuilly s/Seine, France. **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.**

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**OLD ESTABLISHED** drug store for sale. Together with property large horticultural business. Great scope. Dispensing. Some financial help available. Box No. 1794.

**THRIVING DRUG STORE,** Herts. Scope for chemist. Long lease. Reasonable rent. Income from flat over. Sale due ill health. £1750 plus SAV. Ring, evenings Holmer Green 3311.

**WELL ESTABLISHED** wholesale chemist sundries and toiletries business for sale in South London with or without present stock. Details on request. Box No. 1804.

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This is a group post with duties at Barking Hospital, Upney Lane, Barking, Essex, and King George Hospital, Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

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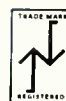
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- Vial —white flint
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For details of sizes ask your wholesaler or contact:—



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